

# AMERICAN NURSERYMAN

*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

NOVEMBER 1, 1954



*Pinus Sylvestris Fastigiata*

**THALICTRUM Lavender Mist**

$\frac{1}{4}$  oz., \$4.50; oz., \$15.00

We have a fine list of Perennial Seeds.

May we quote on your needs?

HERBST BROTHERS SEEDSMEN, INC.

678 Broadway, New York 12, N. Y.

# NORTHERN CALIFORNIA GROWN CLIMBING and RUGOSA ROSES

(MOSTLY OWN-ROOT)

Our climbing and rugosa roses have made a splendid growth. We recommend OWN-ROOT climbing and rugosa roses as far as possible.

These roses are ripened by natural frosts, dug only when well matured. This insures your customers' receiving only the best in Certified Quality plants.

Order your selections from the following list of varieties to be shipped as directed in the spring, 1955.

For complete descriptions and a more complete assortment of varieties and grades refer to our October Fall Wholesale Trade List.

## CLIMBERS AND RAMBLERS

	Per 10	Per 100	Per 1000
<b>American Pillar</b>			
No. 1	\$5.50	\$50.00	
No. 1 1/2	4.50	40.00	
No. 2	3.50	30.00	
<b>Blaze</b>			
XX, Heavy	7.00	65.00	
No. 1	6.50	60.00	\$550.00
No. 1 1/2	5.50	50.00	450.00
No. 2	3.70	32.00	280.00
<b>City of York</b>			
No. 1	6.50	60.00	
No. 1 1/2	5.50	50.00	
No. 2	3.70	32.00	
<b>Climbing American Beauty</b>			
XX, Heavy	6.60	60.00	
No. 1	6.00	55.00	500.00
No. 1 1/2	5.00	45.00	400.00
No. 2	3.20	28.00	250.00
<b>Crimson Rambler</b>			
No. 1	5.00	45.00	400.00
No. 1 1/2	4.00	35.00	300.00
No. 2	2.50	22.00	
<b>Dorothy Perkins</b>			
No. 1	4.50	40.00	350.00
No. 1 1/2	3.20	28.00	250.00
No. 2	2.40	20.00	
<b>Doublons</b>			
No. 1	6.50	60.00	
No. 1 1/2	5.50	50.00	
No. 2	4.00	35.00	
<b>Dr. W. Van Fleet</b>			
XX, Heavy	6.50	60.00	
No. 1	6.00	55.00	500.00
No. 1 1/2	5.00	45.00	400.00
No. 2	3.20	28.00	250.00
<b>Excelsa</b>			
No. 1	4.50	40.00	350.00
No. 1 1/2	3.20	28.00	250.00
No. 2	2.40	20.00	
<b>Flower of Fairfield</b>			
No. 1	5.00	45.00	
No. 1 1/2	4.00	35.00	
No. 2	2.50	22.00	
<b>Gardenia</b>			
No. 1	5.50	50.00	
No. 1 1/2	4.50	40.00	
No. 2	2.90	25.00	

## CLIMBERS (Cont'd)

	Per 10	Per 100	Per 1000
<b>Mary Wallace</b>			
No. 1	\$6.00	\$55.00	
No. 1 1/2	5.00	45.00	
No. 2	3.50	30.00	
<b>New Dawn</b>			
No. 1	6.50	60.00	
No. 1 1/2	5.50	50.00	
No. 2	4.00	35.00	
<b>Paul's Scarlet</b>			
XX, Heavy	6.50	60.00	
No. 1	6.00	55.00	\$500.00
No. 1 1/2	5.00	45.00	400.00
No. 2	3.20	28.00	250.00
<b>Primrose</b>			
No. 1	6.00	55.00	
No. 1 1/2	5.00	45.00	
No. 2	3.50	30.00	
<b>Royal Scarlet</b>			
XX, Heavy	6.50	60.00	
No. 1	6.00	55.00	
No. 1 1/2	5.00	45.00	
No. 2	3.20	28.00	
<b>Seven Sisters</b>			
No. 1	4.50	40.00	
No. 1 1/2	3.50	30.00	
No. 2	2.40	20.00	
<b>Silver Moon</b>			
No. 1	4.50	40.00	
No. 1 1/2	3.50	30.00	
No. 2	2.40	20.00	
<b>Wichuraiana</b>			
No. 1	4.50	40.00	
No. 1 1/2	3.50	30.00	
No. 2	2.40	20.00	

## RUGOSAS, Hybrid

Rugosa and miscellaneous

<b>Agnes</b>			
2 to 3 ft.	6.50	60.00	
18 to 24 ins.	6.00	55.00	
12 to 18 ins.	5.00	45.00	
<b>Amelie Gravereaux</b>			
2 to 3 ft.	6.50	60.00	
18 to 24 ins.	6.00	55.00	
12 to 18 ins.	5.00	45.00	
<b>Austrian Copper</b>			
2 to 3 ft.	6.50	60.00	
18 to 24 ins.	6.00	55.00	
12 to 18 ins.	5.00	45.00	
<b>Belle Poitevine</b>			
2 to 3 ft.	6.00	55.00	
18 to 24 ins.	5.00	45.00	
12 to 18 ins.	4.00	35.00	
<b>Blanc Double de Coubert</b>			
2 to 3 ft.	6.50	60.00	
18 to 24 ins.	6.00	55.00	
12 to 18 ins.	5.00	45.00	

## RUGOSAS (Cont'd)

	Per 10	Per 100	Per 1000
<b>Carolina</b>			
2 to 3 ft.	\$5.50	\$50.00	
18 to 24 ins.	4.50	40.00	
12 to 18 ins.	3.50	30.00	
<b>F. J. Grootendorst</b>			
2 to 3 ft.	7.00	65.00	\$600.00
18 to 24 ins.	6.00	55.00	500.00
12 to 18 ins.	5.00	45.00	400.00
<b>Grootendorst, Pink</b>			
2 to 3 ft.	7.00	65.00	600.00
18 to 24 ins.	6.00	55.00	500.00
12 to 18 ins.	5.00	45.00	400.00
<b>Grootendorst Supreme</b>			
2 to 3 ft.	7.00	65.00	
18 to 24 ins.	6.00	55.00	
12 to 18 ins.	5.00	45.00	
<b>Hansa</b>			
2 to 3 ft.	7.00	65.00	600.00
18 to 24 ins.	6.00	55.00	500.00
12 to 18 ins.	5.00	45.00	400.00
<b>Harrison's Yellow</b>			
2 to 3 ft.	6.50	60.00	
18 to 24 ins.	6.00	55.00	
12 to 18 ins.	5.00	45.00	
<b>Hugonis</b>			
3 to 4 ft.	8.00	75.00	700.00
2 to 3 ft.	6.50	60.00	550.00
18 to 24 ins.	5.50	50.00	450.00
12 to 18 ins.	4.00	35.00	
<b>Lucida</b>			
2 to 3 ft.	5.50	50.00	
18 to 24 ins.	4.50	40.00	
12 to 18 ins.	3.50	30.00	
<b>Rugosa Rubra</b>			
2 to 3 ft.	7.00	65.00	600.00
18 to 24 ins.	6.00	55.00	500.00
12 to 18 ins.	5.00	45.00	400.00
<b>Sarah Van Fleet</b>			
2 to 3 ft.	6.50	60.00	
18 to 24 ins.	6.00	55.00	
12 to 18 ins.	5.00	45.00	
<b>Setigera</b>			
2 to 3 ft.	5.50	50.00	
18 to 24 ins.	4.50	40.00	
12 to 18 ins.	3.50	30.00	
<b>Sir Thomas Lipton</b>			
2 to 3 ft.	6.50	60.00	
18 to 24 ins.	5.50	50.00	
12 to 18 ins.	4.50	40.00	
<b>Skyrocket</b>			
2 to 3 ft.	6.50	60.00	
18 to 24 ins.	5.50	50.00	
12 to 18 ins.	4.50	40.00	



ESTABLISHED 1875

One of America's Foremost Nurseries

# Mount Arbor Nurseries

• SHENANDOAH IOWA •

# AMERICAN NURSERYMAN

[Registered U. S. Patent Office]

*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

VOL. C, No. 9

NOVEMBER 1, 1954

Founded 1904

With which was merged 1939

THE NATIONAL NURSERYMAN

Established 1893



Published on the  
first and fifteenth  
of each month by the

AMERICAN NURSERYMAN  
PUBLISHING COMPANY

343 South Dearborn Street,  
Chicago 4, Illinois.

Telephone: WAbash 2-9011



Subscription Price:  
\$4.00 per year; outside  
United States, \$5.00;  
Single Copies, 20c.



Advertising Rates  
On Application.  
For Closing Dates  
See Next Page.



Entered as second-class matter  
December 14, 1933, at Chicago,  
Ill., under act of March 3, 1879.

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**Forms for the November 15 issue will close Friday, October 29.**

**Forms for the December 1 issue will close Friday, November 12.**

**Mail copy to arrive at Chicago by these dates — no later!**

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# IN A ROW

for Robert V. Lindquist  
of HOWARDS of HEMET

# Tiffany

**1955 ALL-AMERICA ROSE  
SELECTIONS AWARD WINNER**

## TIFFANY AND LILIBET WILL BE PRE-SOLD TO MILLIONS!

These two All-America Rose Selection Winners are certain to be big profit makers for you... here's why! Garden editors of newspapers have to date written better than 38 full pages of editorial about Tiffany and Lilibet roses! In addition, leading home and garden magazines have and will continue to carry full color illustrations and stories about these two winners. This kind of publicity, plus our own full color ads in practically all leading garden magazines is creating a tremendous demand. Stock and watch profits go UP!

Because of the usual shortage of current AARS winners, we suggest you order now while Tiffany and Lilibet plants are still available in No. 1 grade. In other varieties we still have an excellent assortment of No. 1½ grade. No. 1 grades are limited at this time. Eastern shipments PRE-PAID. Write for details.



Here is the hybrid tea that is sure to become the most popular rose of the decade. Tiffany's AARS score nearly topped the highest score on record. Tiffany combines all of the most desirable characteristics demanded of a great rose. Tiffany's deep pink and golden yellow blooms are huge and it is not unusual to see stems 20" to 24" long. Named to honor Tiffany & Co., known the world over for unexcelled quality.

# Lilibet

**1954**

**ALL-AMERICA  
ROSE  
SELECTIONS  
AWARD WINNER**



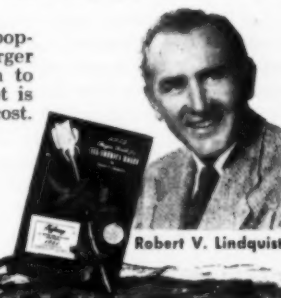
This lovely floribunda has already taken its place as a popular favorite. Lilibet's vigorous growth and beautiful coral pink blooms assure its continuous demand for many years to come. Lilibet has become a national favorite used in mass planting and hedges because it remains green and attractive long into the Fall.

TIFFANY and LILIBET are HOWARDS of HEMET ORIGINATIONS

## 1955 BUYERS GUIDE FOR ALL-AMERICA ROSES

By Robert V. Lindquist

Last year our AARS booklet was so popular we are making a new and larger booklet available to all nurserymen to give to their customers. This booklet is available to all at actual printing cost. Write for details.



Robert V. Lindquist

**HOWARDS OF HEMET • HEMET, CALIFORNIA**

# AMERICAN NURSERYMAN

F. R. KILNER  
*Editor and Publisher*

KENNETH A. BRENT  
*Managing Editor*

## Editorial

### EASIER ACCESS

This is the time of year when one wonders what is going to happen to the truckloads of balled evergreens that are to be seen about gas stations on urban and suburban highways. In a few weeks nearly all of them will be gone, and if a few broken balls and browned trees must be charged off at a loss, the operators will still have a pleasant profit considering the speed with which the turnover has been made.

The reason that this merchandise moves in such volume through channels outside the trade is the easier access to be had by the public to this stock. The nearest nurseries may be several miles away and probably on side roads that the motorist does not travel unless he has a special errand.

Where a nursery salesyard offers a comparable display of stock at prices just a little higher, the trade prefers that source of stock, rather than the gas station. Many nurserymen have had opportunity to note the public's response to well-located salesyards, and these are increasing in number, in scope and in size. The nurserymen who operate them travel many miles to study similar operations and to investigate sources of supplies.

Merchandising has gone ahead rapidly in this field, because the lesson has been learned that more sales can be made by making the stock easier to buy.

### STOCK OF GARDEN STORE

So many are the types, makes and models of equipment, devices and supplies for the home gardener that even the retail nurseryman who undertakes to handle only the tried and proved items available is likely to have a considerable assortment, while the garden shop which includes the numerous gadgets that are designed to make garden work easier may stock an amazing array.

One suburban garden shop, which probably handles many more items than the average, recently compiled a list of its offerings. They included

## The Mirror of the Trade

43 different kinds of fertilizers and soil amendments, 97 insecticides and fungicides, 17 weed and crab grass destroyers, 14 animal repellents and rodent destroyers and 17 kinds of lawn seeds and mixtures.

In its equipment were included 24 different models of tractors and power mowers, 32 hand sprayers and dusters, 8 power sprayers, 21 sprinklers and soakers, 7 hand mowers and 5 lawn sweepers.

In addition, such items as carts, baskets, spreaders, tools of a considerable variety, hose, birdhouses and bird supplies, plant stakes and others ran up a further list of more than 100 items.

Altogether between 400 and 500 different makes, models, sizes or kinds of garden items were included in the stock carried by this garden store, aside from any vegetable or flower seeds, bulbs, bedding plants or nursery stock handled in season.

When one thinks of the questions as to operation, uses, value and deficiencies which gardeners can ask about the items in such a stock, one concedes that the fund of knowledge required to operate such a store requires a professional, indeed!

### PUT IN THE PUNCH

In most communities the arborists' work is little known and less appreciated. Unless an enterprising member of the profession has undertaken to apprise his neighbors of his existence and operations, by means of direct-mail advertising or the local newspaper, his presence is likely to be known to few outside his own friends and customers.

In recent years there has been a change, brought about by the public's interest in trees, by publicity work undertaken by the National Arborist Association and by more aggressive promotion by members of the profession. No longer do the leading arborists depend upon cold house-to-house calls to interest prospects and secure orders. Some send out regular monthly mailings to selected lists of prospects in their areas of operation, while others send out a circular of some form in the spring and autumn, at a time when they think there will be the best public response.

Some of these arborists' post cards, letters and circulars have reached the editor in one way or another. They are modest, tasteful and dignified. As a matter of fact, some

of them are so dignified that they do little more than introduce the arborist, much as a business card would do without making much pretense at selling. The statement "We are at your service," or the request, "Telephone us for an appointment," is scarcely a strong punch line, in the estimate of an advertising man.

Instead of a bare statement of the reputable character of his firm, the arborist might better present the homeowner with reasons for attention to his trees at this time. Some "kicker," to use advertisers' slang, is needed to get a real response. The effects of a dry season, the damage of a prevalent insect scourge, the beauty of the community's street trees and other topics can be made the subjects of messages that will have interest and appeal to homeowners while providing a sales punch.

### COVER ILLUSTRATIONS

While there has not been a flood of replies to the editorial about cover photographs on this page in the issue of September 15, some readers have offered the editor valuable suggestions as to securing the desired photographs, and a number have been submitted.

Still it seems remarkable that more of the fairly common plants listed in the editorial are not readily available in photographs of the type and quality requisite for use on the cover. If you did not scrutinize that list, look it over to see if you can submit photographs of any of the subjects named.

Perhaps it should be explained that a 35-mm. film can be used to make a suitable enlargement, if the film is of the black-and-white type, though monochrome reproductions from color film seldom are satisfactory. Some excellent enlargements, up to 5x7 inches and even larger, have been received from 35-mm. black-and-white film. If negatives of that size are submitted to the editor, the enlargements will be made and the films returned.

THE Secrest Arboretum at Wooster, O., was the setting for a 2-day program October 6 and 7 observing 50 years of forest research at the Ohio agricultural experiment station. Visitors went on forestry tours of the arboretum and adjoining experimental wood lots.



Lambert's, at Shreveport, La., Greeted Customers Last Christmas with This Inviting Display.

## Let's Go After That Christmas Trade!

Christmas is the peak season in most lines of retail business, and there is no reason why the retail nurseryman cannot obtain his share of the Christmas shopper's dollar; at least, more than seems to have been the case in the past. This is a good premise on which to base an article dealing with merchandising for Christmas in the nursery industry. The retail nurseryman either has, or can obtain from familiar sources, many good things with which to tempt the Christmas buyer; it remains for him only to promote effectively the merchandise at his disposal and to offer it in such a way as to create a desire for it on the part of the consumer.

Christmas merchandising for the nurseryman breaks down into three fairly concrete categories—each will be discussed in some detail. These categories are (1) the lines of merchandise to offer, (2) the type of promotion to use and (3) special Christmas services at the point of purchase.

### Plant Materials First

Beginning with No. 1, it is evident that the principal lines of merchandise which a nurseryman has to offer at Christmas are the same ones which form the backbone of his year-round business. Some

adaptations may be necessary to garner a larger proportion of Christmas trade, but, basically, the nurseryman's Christmas business, like all of his other business, is principally in plant materials.

This is not to say that a garden shop should de-emphasize its lines of gardening equipment, giftwares, books or any other type of merchandise which has been added or may be added to the basic stock of plant materials. For many nurserymen, these allied lines offer the greatest profit potential, and, as they are natural Christmas items, they should be promoted to the hilt. However, the nurseryman who enjoys dealing in plant materials and the nurseryman who sells nothing but plant materials can also be much in the Christmas merchandising picture.

The most obvious answer to the question of suitable products for nurserymen's Christmas merchandising is, of course, Christmas trees. Here is an item as closely associated with the nurseryman's business as it is with Christmas itself. Perhaps less obvious, but becoming an increasingly important part of the business, are two variations on the Christmas tree theme, living Christmas trees and flocked Christmas trees.

At the Neal Rohlfs garden shop, Davenport, Ia., the emphasis is more

and more on flocked trees, he reports. Mr. Rohlfs flocks his trees both in white and in a variety of pastel shades to satisfy all degrees of taste. Flocking is a process which, while relatively inexpensive in itself, adds considerable to the asking price of the tree when sold at retail.

### Living Christmas Trees

While the nurseryman selling cut Christmas trees is forced to compete with grocery stores, filling stations, corner lots and almost every other imaginable type of outlet, there is one area, and an increasingly important one, where he should have the field almost entirely to himself. This is the field of living Christmas trees.

One nurseryman who has been selling living Christmas trees for 27 years and has made an extensive study of the subject is I. J. Mathews, of Gary, Ind. Mr. Mathews states that his trees are root-pruned 18 months before they are put in baskets in October. After they are basketed, they are placed under irrigation pipes and watered often enough to promote root growth in the basket.

"The pines, except white, with their scanty root systems do not lend themselves to basketing," states Mr. Mathews; "so our live trees are Nor-

OPEN ALL DAY SUNDAY and EVERY DAY . . . 8 A. M. to 8 P. M.

at **Neal Rohlfs** *Christmas Parade*

for EVERYBODY! Drive out and browse around!

**Neal Rohlfs original Christmas Pine**  
(Grown ONLY in our nurseries)  
WILL HOLD THEIR NEEDLES 'TIL VALENTINE'S DAY

★  
See those tested and proven  
**Long Needled Balsam**  
ALWAYS GIVE SATISFACTION

★  
FINEST QUALITY TREES  
AT REASONABLE PRICES

★  
Be SURE! Be SAFE! Be PROUD!  
with a NEAL ROHLFS  
CHRISTMAS TREE

**GALA PARADE OF FINEST PERSONALLY SELECTED Christmas Trees**  
SELECT YOURS TODAY—  
Free Delivery When You Wish

**WARM DISPLAY ROOMS**  
For Your Comfort  
**EXPERIENCED PERSONNEL**  
For Your Assurance  
**WITH FREE DELIVERY**  
At Your Convenience  
**CONTINUOUS SERVICE**  
At Same Location

★  
Quality Always  
at NEAL ROHLFS!  
YOU MUST BE  
SATISFIED!

**SANTA'S "Sugar Plum" CHRISTMAS TREE**  
is loaded with a treat for KIDDIES!  
★ SEE SANTA on ANY DAY—  
SATURDAYS and SUNDAYS 2 to 8—WEEKDAYS 5 to 8

**See This Glorious Array**  
**CHRISTMAS DECORATIONS**  
ON PARADE AT NEAL ROHLFS

- Festive TABLE and MANTEL Arrangements in True Holiday Spirit.
- WREATHS of Fresh Evergreen, of Holly, of Prepared Foliages for Home or Cemetery.
- New Designs in CANDLE LIGHTING Modern . . . Figures . . . Tapers.
- DECORATING ACCESSORIES to Create Your Own Holiday Ideal.
- Unusual Yet Practical GIFT SUGGESTIONS For the Home or Individual.
- Fresh EVERGREEN DOUGHS to Fill All Your Decorating Needs.

**CHRISTMAS Center**  
3020 BRADY  
DRIVE NORTH ON BRADY STREET  
Brady St. Open Past Our Location

way spruce, white spruce, Douglas fir, Black Hills spruce and Colorado spruce. The price of these trees is the same as that for living trees for any other purpose. The cost of production is about the same as for other trees because the practice is no afterthought, but is planned 18 months in advance."

Mr. Mathews does not guarantee living trees to live mainly because they may be subjected to high room temperatures and insufficient moisture, but he adds that a check on the buyers over a 3-year period shows that 85 per cent of the trees lived when planted following the Christmas season or held until spring and planted. High room temperatures, he adds, seem to have had no bad effects.

Mr. Mathews handles all sizes of living Christmas trees up to about eight feet.

The nurseryman advises that no matter what type of trees are being sold, cut or living, they must be good trees. Culls, regarded as unfit for the ordinary nursery trade, will not sell as Christmas trees, either. As Mr. Mathews observes, "A woman who will let you plant a tree with some minor defects in her front yard will occasionally agonize for hours in her quest for the 'perfect' Christmas tree that will make her friends and neighbors gasp."

Timing is important in the sale of Christmas trees. Business in trees actually starts the day after Thanksgiving, but the peak period is from December 10 to 17. Planning should be done accordingly, with promotion of these items designed to anticipate the heavy influx of buyers beginning December 10. And here is an important note on pricing Christmas trees: Few people ever buy more than one tree a year; so it is wise to obtain the best possible price on the one tree the average customer buys.

#### Other Decoratives

A discussion of Christmas trees naturally leads into a mention of other decorative items, such as wreaths, centerpieces for tables and mantels, door swags, etc. Cut materials may be used here, and flocking may be applied to these pieces as readily as to Christmas trees.

Wreaths offer an opportunity to use parts of evergreens that are not suitable for sale as complete trees. Balsam and hemlock are most widely used for this purpose, but white pine and blue spruce both make beautiful wreaths, while jack pine makes a quaint wreath if the foliage

Here is a Christmas advertisement by the Neal Rohlfs garden shop, Davenport, Ia., which incorporates a number of desirable features. It is attractive and attention-compelling. It mentions products in great demand during the Christmas season (emphasizing that Rohlfs' Christmas trees are better than the corner lot variety). It lists special services and attractions, including Santa Claus, warm display rooms, experienced personnel, free delivery and continuous service. These services put the nursery on an equal competitive footing with other types of retail establishments.

can be kept from russetting by storing in the dark or by spraying with an anti-transpirant.

Non-plant decoratives, such as candles, tree lights and ornaments, tree stands, etc., are perfectly at home in a nursery operation and tie in well with the decorative plant materials already mentioned.

Aside from plant materials which pertain more or less strictly to the Christmas season, the nurseryman should promote plants generally far more than has previously been the case. Few items given as Christmas gifts last longer than living plants, and none are capable of giving more satisfaction to a garden lover or even to a casual plant fancier whose only interest may be in house plants. The principles of immediate and lasting satisfaction should be emphasized in promoting living plant materials as Christmas gift items.

Rosedale's Nurseries, with main offices at Monrovia, Calif., have found that azaleas, camellias, poinsettias and other blooming ornamental plants have proved most popular as living plant Christmas gift items. Operators in other parts of the country may find that the hardiness factor limits their offerings of plant materials when eventual transplanting outdoors is a factor. In terms of lasting satisfaction, it would be wiser on the part of nurserymen to concentrate on the promotion of hardy, transplantable plant materials. By so doing, the nurseryman greatly increases the possibility of a Christmas gift re-



Santa's mailbox and Santa's paint shop, two of the leading attractions featured in the 1953 outdoor Christmas display at the Lambert garden shop, Shreveport, La. Similar displays are staged each year. The local post office delivers all letters addressed to Santa Claus to this box.

cipient's becoming a confirmed plant enthusiast and a repeat customer. The pathetic potted plant which dies after a few weeks of misuse in the living room is not a good advertisement for the nursery business.

Many nurseries which operate garden shops will have many offerings outside the realm of living plants to lure the Christmas shopper. Christmas has become a red-

letter day for hobbyists, and the acknowledged leadership of gardening in the hobby field should open the way for banner Christmas sales of garden merchandise. The opportunity is offered to extend the selling of garden supplies far beyond the times usually associated with planting.

Garden stores which have branched into the selling of the items usually classified as "giftware," books, cards and the like will certainly recognize the Christmas season as one of peak sales.

#### Types of Promotion

Step No. 2 in the introduction to this article concerns types of promotion to be used to lure customers into the store at Christmas.

The most accepted medium, according to reports from successful nurseries, is the newspaper. This is perfectly logical. Newspapers, even weeklies, are the most flexible medium in that their frequency of publication allows for rapid change of advertising copy to meet changing needs and demands. Radio and television, of course, offer similar flexibility, and, although they are used by some nurserymen, they do not rank with the newspapers as favored media. Years of experience in other types of retail operations have upheld the superiority of newspapers in this type of promotion.

No matter what medium is used,  
[Continued on page 74]



A Christmas atmosphere and Christmas merchandise are evident in this interior view of Rohlf's garden store, Davenport, Ia.

# New Jersey Nurserymen and Florists Hold Joint Meeting

By Vincent Vuoto

Long recognizing the need for co-operation in solving and eliminating many of the problems facing the horticultural trade today, florists' and nurserymen's organizations in New Jersey merged their efforts in an unprecedented attempt to improve the aims and direction of the industry, at a 2-day convention at the Berkeley-Carteret hotel, Asbury Park, N. J., October 12 and 13.

An intergrated and balanced program, especially designed to appeal to both groups, attracted more than 550 people, representing all branches of the industry. Although the site was selected with a view to allowing those in attendance to take advantage of the recreation facilities at this famous resort, most persons in attendance paid strict attention to the program arranged by Lloyd R. Wikstrom, general chairman, and his committees.

## Participating Groups

The 2-day affair had the active participation of the following organizations: New Jersey State Florists' Association; New Jersey Association of Nurserymen; North Jersey Metropolitan Nurserymen's Association; New Jersey Plant and Flower Growers' Association; F. T. D. unit 2-F; New York-New Jersey T. D. S. unit; Roses, Inc.; New York-New Jersey Carnation Growers' Association; Atlantic City and County Florists' Association; Passaic County Florists' Association; Monmouth County Florists' Association; Trenton Florists' Association; Women's Florist Club of New Jersey; Hudson County Retail Florists' Association; Bergen County Retail Florists' Association, and the Newark Retail Florists' Association.

Robert Chase, of George J. Ball, Inc., West Chicago, Ill., served as moderator for the imposing panel of speakers, all specialists on their assigned topics. Dr. Kenneth Post, of Cornell University, Ithaca, N. Y., opened the program October 12, with a colorful report of his recent European travels, during which he visited growers, retailers and wholesalers in England and on the Continent.

Richard P. White, executive secretary of the American Association of Nurserymen, was the first speaker

on the afternoon panel and the first representative of the nurserymen's industry to address the gathering. Dr. White's topic, "Where Is Our Market," emphasized that people with money and with a desire for plants, flowers and services constitute the market potential. (The complete text of Dr. White's speech is presented on another page in this issue.)

Howard Taylor, proprietor of Rosedale Nurseries, Eastview, N. Y., a past president of the American Association of Nurserymen, followed Dr. White on the speakers' platform, taking up the subject, "Streamlining the Nursery Center."

Mr. Taylor, with the use of color slides, emphasized the importance of adequate parking facilities and the proximity of the salesyard to these facilities. He claimed that several smaller areas are preferable to one large area, because an area containing too few cars can have a detrimental psychological effect on prospective customers who are driving past. With smaller areas, the

illusion of busy activity is created and the overflow can be directed to other parking lots on the premises.

Labeling and pricing are two of the major complaints in the majority of average garden centers. Plants and shrubs should be identified with both their botanical and common names and priced to prevent any embarrassment on the part of the customer. When an item is sold from a display, it should be marked, or tagged, and taken from the vicinity to prevent any other customer from claiming that it is just the specimen for which he was looking. Displays of plant materials should be kept small and fresh, Mr. Taylor said, because it has been his experience that they move more quickly. If the display is too large, customers will pick it over, and those who want to make a selection later on will think that all the select stock has been sold. Small displays illustrating the use of certain plants, especially in foundation plantings, have been found to be an excellent stimulant for sales. In many instances, customers purchase the whole display as a package for their own use.

Advertising, Mr. Taylor stated, must be consistent to be effective, and the most effective medium for his particular case has been the garden pages of the metropolitan

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## Who's Who: New Arborists' President

Hiram N. Engledow, recently elected president of the National Arborist Association, is affiliated with Mid-Western Tree Experts, an



Hiram N. Engledow

county, 20 miles northwest of Indianapolis. He began his career in arboriculture with the Davey Tree Expert Co. in the spring of 1924. He worked for the Davey firm as a tree skinner, foreman and salesman until the spring of 1929, when he founded his own firm at Indianapolis.

In addition to his current office, Mr. Engledow served as president of the Indianapolis Horticulture Club, the Indianapolis Landscape Association and the Indiana Arborist Association. In addition to the organizations already mentioned, Mr. Engledow is a member of the National Shade Tree Conference, the Masonic Blue Lodge, the Scottish Rite, the Shrine and the Rotary Club of Indianapolis.

RON ERICKSON has joined Pleasant Nursery, Springfield, Ill., as a partner with Frank Moscardelli, whose firm specializes in evergreens, shade trees, shrubs and all types of landscaping. Mr. Erickson was formerly engaged in home planning and designing.

arborists' firm at Indianapolis, Ind.

Mr. Engledow was born February 7, 1903, on a farm in Boone



Below is one of the three new Cabell garden centers now operating at Dallas, Tex. The three are being run in connection with food markets, which have been functioning in Dallas under the Cabell name for some time. Steve Dodd, inset, veteran nurseryman and member of a well-known southern nursery family, is directing the three centers. Plant materials and garden supplies are featured.



## Garden Shops Stress Customer Service

Complete and specific customer information service for garden enthusiasts is the unique feature of Cabell Greenhouses, opened at Dallas, Tex., by Cabell's, Inc. Experienced nurserymen are present to answer questions and give directions for planting, and, for complete landscaping jobs, Steve Dodd, director of the greenhouses, or one of his assistants visits the customer's property and makes suggestions. The three extensively equipped garden centers—3706 Greenville avenue, 2802 Fitzhugh and 10729 Preston road—are intended to make gardening more enjoyable, more convenient and less expensive. The latter two greenhouses are being opened November 1, in sufficient time for fall planting.

J. A. DePasqual, vice-president of Cabell stores, states, "The information service is designed to assist all gardeners with different varieties of plants. Each variety is labeled to show the common name; botanical name; classification, whether deciduous or evergreen; the degree of hardiness; what location and soil the plant is best suited for; the height it will attain; color of the blooms; whether or not it has berries, and the type of planting it is generally used for, as borders, bedding background, etc."

Open seven days a week, from

8 a.m. until 6 p. m., the conveniently located greenhouses offer delivery on large orders, besides the many other services to both the skillful and inexperienced gardener.

The greenhouses carry an extensive line of seeds, bulbs, shrubs and trees, in addition to gardening tools, fertilizers, insecticides and garden chemicals. Dutch bulbs are available for fall planting, including tulips, hyacinths, Dutch iris and daffodils. Spring bulbs will be added later. Shade and flowering trees are in stock, as well as evergreens, flowering shrubs and perennials. Steve Dodd states that the firm stocks the

highest quality of plants, bulbs, shrubs and trees, which are delivered to customers at most attractive prices.

Mr. Dodd, president of the Nursery and Landscape Association of Dallas, has been in the nursery business since 1937 and comes from a family of nurserymen. His father and brothers operate Tom Dodd Nurseries, Semmes, Ala. For the past six years, he has been associated with one of the leading southwestern nursery and landscape firms. Mr. Dodd is also a member of the Texas Association of Nurserymen and the Dallas Sertoma Club.

## Honor Merion Bluegrass Pioneers

The Merion Bluegrass Association recently awarded the first honorary life memberships to three pioneers for their valuable contribution to the development of Merion bluegrass. Presentation of membership certificates was appropriately made on a plot of experimental, early Merion turf at Pennsylvania State University, State College, Pa., during that institution's annual fall field inspection of turf grass experiments. Arden Jacklin, Jacklin Seed Co., Dishman, Wash., president of the Merion Bluegrass Association, made the presentations.

Dr. Fred V. Grau, formerly director of the greens section, United States Golf Association, received his award for selecting Merion (B-27) from among the many bluegrasses under test by the United States Department of Agriculture. Joseph G. Valentine, superintendent of the Merion Golf Club, Ardmore, Pa., discovered Merion growing on the 17th tee of that course and sent it in for test. Prof. H. B. Musser, of Pennsylvania State University, actively worked with Merion after its testing to develop the parent plants, progeny plants and breeder nursery.

# The Future in Evergreens and Shrubs

By Jacob Gerling

Park Department, Rochester, N. Y.

Ornamental evergreens and flowering shrubs comprise an appreciable percentage of all plant material offered by nurserymen to homeowners. In view of this fact, every effort should be made to provide buyers with the best possible supply of these plants, with specimens that best meet the requirements of the homeowner whose space is limited and who appreciates plant material making minimum demands on his time and purse for satisfactory cultivation and maintenance.

While it should be obvious that practically all ornamental evergreens and most flowering shrubs, save the dwarf forms of conifers (and not all of these), have a varying period of desirable usefulness, as to size and appearance, it follows that the most serviceable species and forms are those which hold these practical values longest. For instance, the blue spruce which was planted in the dooryard, where a smallish ornamental was wanted, not only ceases to serve its intended purpose as such, but all too soon becomes an unsightly nuisance when advanced age has spread its galled branchlets and canker-debilitated branches much too far. On the other hand, planters must be mindful of the fact that no planting should be regarded as a thing of permanence; all plants must be expected to attain maturity, function usefully for a

time and decline with added years. Plant materials are not like building bricks, and plantings lack the longevity of masonry. Even the oak eventually dies.

There are many ornamental evergreens and shrubs, ideally fitted for specimen and border use, that have been in cultivation for many years and make much better plants for the small home landscape than many similar forms now widely used, but, for some unknown reason, little effort has been made to make these plants generally available to the public.

## Upright Evergreen Forms

Let us consider the upright evergreen forms, such as *Juniperus communis hibernica*. This plant is regarded as hardy from zone 1 southward; that is it will survive, but anyone who has tried to use this plant in our area has been far from satisfied with its hardihood. Strong enough, perhaps, to hold its erect habit when small, it soon becomes a floppy, snow-sprawled cripple sorely in need of support. Much too susceptible to winter scald from sun or wind, it must be heavily mulched, and even wrapped well, to come through a severe winter in good condition. All in all, it is much too cranky and requires far too much coddling for most home gardeners.

There are upright forms of other

species, also some slender, columnar varieties of arborvitae, but all too few that do not share the above faults. One good slender, compact upright is *Thuja plicata fastigiata*; this form has the sturdy structure to withstand storm damage and remain erect without support, the plants in our parks having one or two stout stems with short, rather stiff laterals growing upward from acute axils. Though the species is described as attaining great height under favorable conditions, typical plants of relatively fast growth for 40-odd years at Rochester, when compared to trees of known age on the Pacific coast, will never approximate native plants in size. The varietal form, *fastigiata*, at 30 years in this vicinity is averaging about 13 feet in height and 36 inches across. These observations would seem to indicate that this form offers many years of usefulness where an upright evergreen of dignified habit is wanted for vertical accent. One minor defect is the fact that the cones, when heavily borne and fully opened, give the tree the appearance of slight foliage scald.

An especially fine type of fastigiate evergreen is *Pinus sylvestris fastigiata*. In Durand-Eastman park this form has stood up well through 38 winters and survived temperatures as low as 21 below zero without a trace of scald and with but



Left, *Pseudotsuga Taxifolia Pyramidetta* and, right, *Tsuga Canadensis Pumila*.

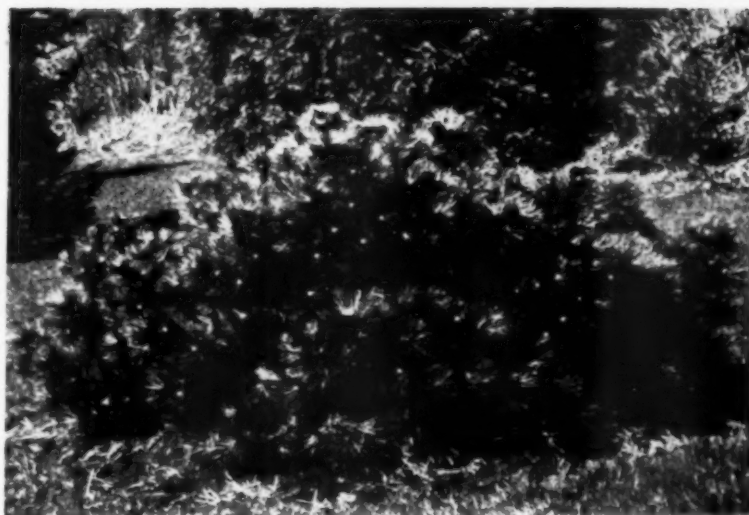
little damage from snow or sleet load. With all the rugged disposition of the parent species, this strictly upright form is of rather slow growth, being but 22 feet high and about three feet wide at 38 years under fairly favorable conditions. The good color and compact habit add to the desirability of this plant where an upright, formal evergreen is wanted. With all its hardihood, this clone still lacks the stability of a granite shaft; the past few years our tallest specimen has had occasional branches borne down by unusually heavy snowfalls, and these had to be tied back in place when too badly sprung to go back of their own accord. All things considered, why such a commendable ornamental should have been ignored by nurserymen all these years seems a mystery.

There are dwarf forms of the Scotch pine, offered for use where a smallish, thoroughly hardy evergreen is needed. However, the forms most often sold are not the best obtainable; for instance, *P. sylvestris watereri* does have an excellent bluish color, but attains too much height too quickly. *P. s. nana*, while more truly a dwarf form, is too often in maturity an unhappy-looking plant of heavy, woody structure densely clothed with thickened, contorted needles.

#### A Fine Dwarf Evergreen

A fine, definitely dwarf evergreen selected and grown in the Rochester parks by Bernard Slavin is a much slower-growing form than *watereri* and a better looking specimen than *nana*; it is a clone of *P. mugo*. A really satisfactory, true dwarf evergreen is *Pinus nigra hornibrookiana*, propagated from a witches'-broom and named by Mr. Slavin for the Irish botanist, Murray Hornibrook. This black pine mutation, at 20-odd years, is but three feet high and six feet wide—not a prostrate, ground-hugging type, but a small shrublike plant with upward-growing branches. This is another splendid form of dwarf evergreen with needle foliage which would better serve where low-growing scale-leaved *Thuja* and *Junipers*, extremely susceptible to scald, are now widely used.

The native hemlock is a beautiful tree in our vicinity and much used in Rochester parks, but is far too big for the average home landscape. Some nurseries list a varietal form of this species, *Tsuga canadensis compacta*, a dwarf type that would seem fitted for limited space use.



*Pinus nigra Hornibrookiana.*

However, while considerably slower growing than the species under suitable conditions, this form is far from a true dwarf plant, well suited to function as a really small ornamental for a satisfactory number of years, being offered by nurseries, in planting size, up to seven feet, which is well on the way past true dwarf height. A much better, really slow-growing form of *T. canadensis* is one growing in Durand-Eastman park under the varietal name *pumila*. This plant is a decided dwarf, having reached but eight feet after almost 30 years under favorable growing conditions; its broad pyramidal contour is formed by much-ramified branches, making a compact specimen similar in color to the species. This excellent little hemlock may be sold by some nurseries, but the writer cannot recall ever seeing it listed; surely a plant having the fine characteristics and hardiness of this small, slow-growing hemlock should be generally available for home use.

Of some other forest evergreens attaining considerable size where native, such as *Pseudotsuga*, *Abies* and *Picea*, more useful and better adapted forms and substitutes are being grown and used at Rochester with satisfactory results. A splendid clone of *Pseudotsuga taxifolia* (*mucronata*), called variety *pyramidetta*, is the pyramidal form selected from seedlings of a local park tree; much more densely foliated with shorter needles than the parent species, its thickly branched, slowly growing head develops a formal contour which makes this tree a fine ornamental where such a type is wanted as a specimen, or for use in

screen or background plantings. These clones now growing in our parks are averaging 24 feet at 35 years.

Blue forms of *Picea pungens*, *glauca* and *engelmanni* are perhaps more widely used than any other ornamental evergreen tree. As for color, bluish-leaved varieties of these species are pleasing, but invariably these specimens become indifferent to their surroundings and proceed to emulate their forest kin, often found to 125 feet, and instead of serving the intended purpose of a well-behaved ornamental in the small home landscape, appropriate far too much space and soon become a nuisance. Not only does their quickly attained, unwanted size disconcert the owner, but galled branchlets and canker-debilitated appearance too often leave but little of their former beauty. These two widespread enemies of the spruce have become so difficult to control that it is almost impossible to find an appreciable number of unaffected plants where this genus is much used; this is especially true of older trees, which seem, in cultivation, to lack sufficient vigor to escape severe injury from insect and fungus attacks.

#### Firs as Replacements for Spruces

Replacing the much-plagued spruce with a more easily maintained tree, that does better with age, is our present problem and the department propagator is turning to the more desirable species of the fir. For a fine blue-needled type, *Abies lasiocarpa arizonica* has proved most satisfactory. This geographical variety of the Rocky mountain fir,

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Mr. and Mrs. O. L. Weeks, Ontario, Calif., fourth and fifth from left, receive the Fred Howard memorial trophy for the best exhibit at the rose show sponsored by the Inland Empire chapter of the California Association of Nurserymen. Presenting the trophy is Bob Bunch, Montebello, third from left, representing Howard & Smith, the donors. Looking on are, left to right, John Tomlinson, Tomlinson's Select Nurseries, Whittier; Jack Story, Armstrong Nurseries, Ontario; Frank Pollock, Matlin's Nursery, Ontario, and Floyd Chambers, Kramer Bros. Nursery, Upland.

## Hold California Rose Show

By Ed. Mc Neill

Beautiful roses were the center of attraction for both nurserymen and rose lovers at the sixth annual rose show, held October 12, at Riverside, Calif., by the Inland Empire chapter of the California Association of Nurserymen.

Scene of the extravaganza was the world-famed Mission Inn, with the hostelry's central open-air patio transformed into a garden of color by the lavish exhibits of 15 southern California rose growers. The show attracted several thousand visitors, according to estimates of Riverside civic officials, who worked closely with Inland officers in the staging of the event.

Between the hours of 3 p. m. and 10 p. m., the public crowded about the show tables, which were filled with bouquets of new and old flower varieties. Public interest was created by Riverside nurserymen under the leadership of Waldo Small, Small's Nursery, and the chamber of commerce at the host city. Chapter President Frank Pollock, Matlin's Nursery, Ontario, particularly commended Harry Harper, Riverside public relations counselor, for his efforts in behalf of the show.

Nearly 200 members and guests representing all the southern C. A. N. chapters met in the evening to see the show and attend the banquet in the dining room adjoining the patio. Highlights of the meeting were the

awarding of the Fred Howard memorial trophy, donated by Howard & Smith, of Montebello, to O. L. Weeks, Weeks Wholesale Rose Grower, Ontario, for the show's outstanding exhibit, and some reminiscing on the early days of the industry in California, by James Crombie, veteran San Francisco nurseryman.

Honored at the head table in addition to President Pollock and Mrs. Pollock were Riverside Chamber of Commerce Secretary William Colburn and Mrs. Colburn; Mr. and Mrs. Small; Riverside City Manager Oren King and Mrs. King; Mr. and Mrs. Harper; Mr. Crombie, and Jack Story, of Armstrong Nurseries, Ontario, program chairman for the banquet.

After brief words of welcome from the civic officials and expressions of gratitude by Mr. Pollock to those assisting in the show's promotion, the exhibitors were introduced by Chairman Story. The firms and their representatives were John Armstrong, Jr., Armstrong Nurseries, Ontario; Peter J. Booy, Peter J. Booy Nursery, San Jacinto; John and Walter Van Barneveld, California Roses, Inc., Puente; Henry A. Conklin, H. A. Conklin, West Covina; Mrs. Connie Elmer, Elmer Roses, San Gabriel; John Beach, Germain's, Inc., Van Nuys; Robert Lindquist and Keith Monaghan, Howard Rose Co., Hemet; Robert

Bunch, Howard & Smith, Montebello; Louis and Walter Matlin, Matlin's Nursery, Ontario; Fred Mungia, Montebello Rose Co., Montebello; Peter Mordigan, Mordigan Evergreen Nurseries, San Fernando; Kenneth Mordigan, Sylmar Nurseries, San Fernando; Oren Rush, Snow-Field Tree Roses, Puente; Wallace Waters, Waters & Sons Nursery, Ontario, and O. L. Weeks, Weeks Wholesale Rose Grower, Ontario.

While presenting the trophy for the best exhibit to Mr. Weeks, Robert Bunch, speaking for Howard & Smith, donors of the award given for the first time this year, said, "I'm only sorry that Fred Howard could not be here tonight to see this show, for he would have enjoyed every moment of it."

In the Weeks' display particular varieties were featured surrounded by related objects. Sutter's Gold was shown amidst miners' tools; small vases of rose variety Brave were arrayed as spectators around a miniature bull ring that was complete with matadors and bull; Jiminy Cricket, as a stuffed figure, stood between two huge bouquets of the colorful new floribunda, while a large color drawing of the famed Walt Disney character looked down upon the entire scene, and Fandango graced the courtyard of a miniature Spanish hacienda.

Other exhibitors' arrangements presented similar tie-in props that dressed the show in a manner far exceeding any rose show of recent years. The display of the Howard Rose Co. was judged as runner-up.

### Mr. Crombie Relates History

"I can't tell you how to grow roses," stated Mr. Crombie, "after looking at those beautiful products outside in the patio, so follow me back to the early days of the nursery business in this state."

Continuing, he humorously told his audience how he came to California in 1912 looking for a job in the nursery trade, but found none because he lacked California experience; how he met Fred Howard when the famed hybridizer landscaped the Silver Peak Ranch near Walnut, then joined his employ a month later; of landscaping a new subdivision called Hollywood, near the corner of Hollywood boulevard and Vine street, and how it was necessary to protect the plants with chicken wire from marauding deer, and how he came to San Francisco with John McLaren to landscape the grounds for the 1915 World's Fair.

"I believe that this event was a  
[Continued on page 82]

## Pointers on Propagation

# New Thoughts On Juniper Propagation

By James S. Wells

One of the pitfalls into which propagators are apt to fall from time to time is taking for granted that they know all there is to know about an ordinary plant with which they work day after day. I suppose it is natural for propagators to be more interested in the difficult plants against which they have to use skill and all the tricks of the trade in order to successfully propagate them, but, in doing this, they overlook some interesting problems associated with the more simple plants, which they may erroneously assume that they know how to propagate.

One of the greatest assets, I believe, that any grower can have is an inquiring mind. Only yesterday I read in a local paper that practically everybody was sure that he knew what space and time are, except Albert Einstein, who set out to find exactly what they are. Now I am not

suggesting that nurserymen should all try to emulate Professor Einstein in plant propagation, but rather that the mental approach to the problems of the day is apt to be most rewarding.

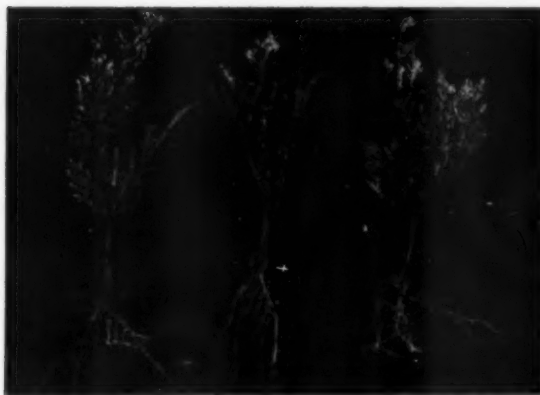
### Rooting Experiments

In 1946, I carried out a series of simple experiments to try to prove what was the best method of rooting Pfizer juniper cuttings. The tests seemed to be somewhat conclusive at that time. They showed that cuttings taken at the end of December, from vigorous current year's wood, which was, of course, completely dormant, without a heel, wounded and treated with either No. 2 or No. 3 hormone powder gave excellent results. The actual percentage at the time was 88 per cent with No. 2 powder. From these tests it was discovered also that the dormant but

young wood at the tip of what had been an actively growing branch rooted more readily than did the older wood, and, following the discovery of these facts, we continued production, using these basic methods. Our original findings were amply justified by a steady production at good percentages in New Jersey during the following seven years; therefore, I naturally assumed when I came to Illinois that similar methods would succeed. Well, they have done so to a certain degree, but by carrying out a whole series of additional tests the past winter, we have been able to broaden our knowledge on what can and cannot be done with Pfizer juniper wood, and I think, as a result, we can now produce better plants in less time.

First on the list, as always, I should place timing, and timing

[Continued on page 83]



Pfizer juniper cuttings taken from mature, 2-year-old wood and rooted well with the help of wounding plus hormone treatments.



*Juniperus chinensis pfitzeriana glauca* cuttings taken from tip growths one year old. A light plant is produced from this type of cutting.



Plants of *J. chinensis pfitzeriana glauca* grown from cuttings taken from old wood. The plant on the left was taken from wood lighter than that on the right. These plants were taken as unrooted cuttings February 22, 1954, and photographed October 14, 1954. The heavy cutting has an excellent basic branch structure, a good foundation for the finished plant.



## PLANT NOTES HERE AND THERE

By C. W. Wood

I should like to devote a little space to three red asters (two of them have been under observation during the past two years and the other reported on from hearsay) which I think will be good property in the hands of the neighborhood nurseryman during the next few years. The first, Winston Churchill, has been popular in Europe during recent years, and its behavior and performance in this country show why. It makes a strong, sturdy, bushy growth to 30 inches or so, with good foliage and a profusion of large, bright (the brightest red in asters that I know), dark crimson flowers in September. It is perhaps the best of the reds now generally available.

One feature of Red Sunset which gives it more than ordinary merit is that it commences to bloom about two weeks later than others of its kind and continues well into October, even in the face of frosts. Add to that a profusion of rose-red flowers on 30-inch plants, and there is a worthy addition to the red aster class.

At least two nurserymen who grew the Cardinal in 1953 tell me that it is sufficiently distinct in its fuchsia-red tints to command attention in any group. It makes the 30-inch growth of many of the modern English introductions. Then, there is Ernest Ballard, of 3-foot stature and immense size of flower. Although it is in the American trade, I have not seen it, but am told that its crimson-carmine color and large size of flower make an impressive sight. Finally, I should like to tell nurserymen to keep Red Star in mind for the future, perhaps next year. The rabbits kept my two plants whittled down during spring and early summer; so, this fall I have been given only a foretaste of what is in store next year (I hope).

### Laced Pinks

It is heartening to lovers of old things to see how the old-time laced pinks are rapidly forging ahead in popular favor again. I remember with much nostalgic pleasure the several named forms that I grew

when I was a barefoot boy (literally, as well as figuratively) and the riot of color I obtained from their seedlings. I have lately had the pleasure of growing them again in the form known in England as laced pinks. Let me assure nurserymen that a packet of seeds will yield a great amount of pleasure, many colorful flowers of delightful fragrance, perhaps a plant or two worth naming and all worth selling.

Not many of the named forms of old are now in American commerce; so I was glad to see in a garden that I visited the past summer some plants marked Lacy Lass, a name famous in European gardens when

laced pinks were popular more than a century ago. Inquiry brought out the fact that the plants were purchased from an American nursery and are presumably available in quantity. It appears to be a heavy producer of somewhat large flowers, white with maroon centers and lacing, on foot-tall stems, over a long period.

### Mitchella

An Ohio nurseryman writes that he has many calls for a low ground cover for partly shaded places and wonders if there is anything better than partridgeberry, *Mitchella* repens. I doubt if there is and welcome

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3 to 4-mm. cal., 12 to 15 ins. in height.....	15.00
4 to 6-mm. cal., 15 to 24 ins. in height.....	25.00
6 to 12-mm. cal., 18 to 36 ins. in height.....	35.00
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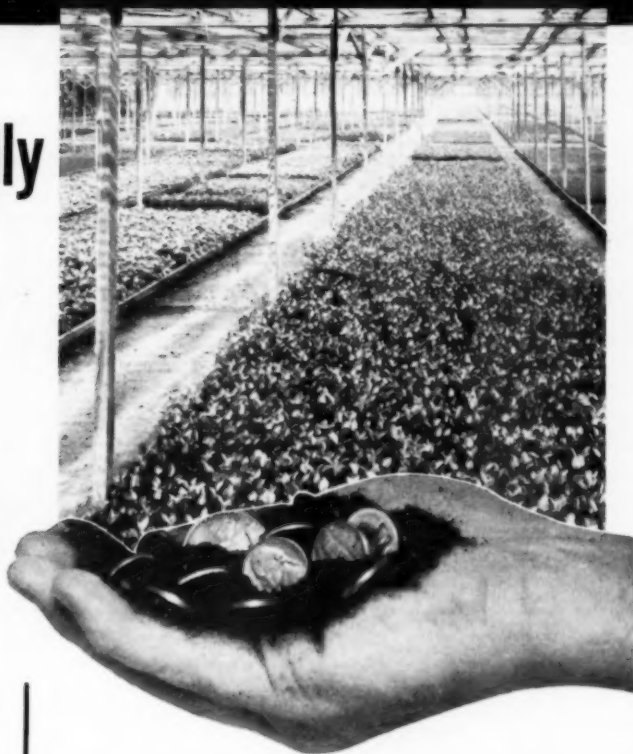
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Dichotoma, 2-in. pots	.17
<b>CHAENOMELES</b> (Flowering Quince)	
Lagenaria Glowing Ember, layers	.10
<b>ELAEAGNUS</b> (Russian Olive)	
Angustifolia, 12 to 18 ins., seedling	.04
Angustifolia, 6 to 12 ins., seedling	.03
<b>FORSYTHIA</b> (Golden Bell)	
Fortunei, 2-in. pots	.15
Intermedia spectabilis, 2-in. pots	.15
Lynwood Gold, 2-in. pots	.20
Ovata, 2-in. pots	.15
Spring Glory, 12 to 18 ins., R.C., from beds	.15
Spring Glory, 2-in. pots	.17
<b>HYDRANGEA</b>	
Paniculata grandiflora (Meehan), layers	.10
<b>HYPERICUM</b> (St. John's-wort)	
Kalmianum, 2-in. pots	.17
Hidecote, 2-in. pots	.20
<b>KOLKOWITZIA</b> (Beauty Bush)	
Amabilis, 2-in. pots	.17
<b>LIGSTRUM</b> (Privet)	
Regel, R.C., from 9 to 12 ins.	.07
Regel, R.C., from 6 to 9 ins.	.05
Border (Obtusifolium), R.C., 12 to 18 ins.	.06
Amur River North, R.C., 12 to 18 ins.	.04
<b>LONICERA</b> (Honeysuckle)	
Clayey's Dwarf, 2-in. pots	.25
Karolinski floribunda, 2-in. pots	.17
Morrowi, 2-in. pots	.15
Tatarica zabeli, 2-in. pots	.15
<b>PHILADELPHUS</b> (Mock Orange)	
Lemoinei Avalanche, 2-in. pots	.17
Lemoinei Enchantment, 2-in. pots	.17
Virginialis, 2-in. pots	.15
<b>PHYSCARPUS</b>	
Opulifolius nanus, Dwarf, 2-in. pots	.15
<b>PRUNUS GLANDULOSA</b> (Flowering Almond)	
Rosea, 2-in. pots	.17
<b>SALIX</b>	
Caprea, 2 1/2-in. pots	.15
<b>SAMBUCUS</b> (Elder)	
Canadensis aurea, 2 1/2-in. pots	.15
<b>SPIRAEA</b>	
Anthony Waterer, 2-in. pots	.17
Arguta, 2-in. pots	.15
Fröebeli, 6 to 12 ins., R.C.	.10
Fröebeli, 2-in. pots	.15
Japonica coccinea, 2-in. pots	.17
Reevesiana, Double, 2-in. pots	.20
Reevesiana, Single, 2-in. pots	.15
<b>VIBURNUM</b>	
Opulus, 2 1/4-in. pots	.15
Opulus sterile, 2 1/4-in. pots	.15

## VINES

<b>CELASTRUS</b> (Bittersweet)	
Scandens (fruiting strain), 2-in. pots	.15
<b>EUONYMUS</b>	
Fortunei coloratus, 3-in. pots	.25
Fortunei coloratus, 2-in. pots	.15
<b>LONICERA</b> (Honeysuckle)	
Japonica halliana (Hall's), 2-in. pots	.12
Japonica, Purple-leaved, 2-in. pots	.15
Sempervirens magnifica Dreer's Everblooming, 2-in. pots	.17
Sempervirens, Yellow, 2-in. pots	.15
Tellmanniana, 2-in. pots	.17

## EVERGREENS

	Each per 1000		Each per 1000
<b>JUNIPERUS</b>		<b>JUNIPERUS</b>	
Glaucia hetzi	\$.25	Sabina tamariscifolia	\$.25
2 1/4-in. pots, 2-yr.	.17	2 1/4-in. pots	.17
2 1/4-in. pots	.17	Sabina vonehron	.25
<b>Horizontalis plumosa</b> (Andorra)		2 1/4-in. pots, 2-yr.	.25
2 1/2-in. pots, 2-yr.	.25	2 1/4-in. pots	.17
2 1/4-in. pots	.17	<b>THUJA</b> (Arborvitae)	
Sabina		Orientalis (Chinese Arborvitae)	.10
2 1/2-in. pots, 2-yr.	.25	10 to 15 ins., seedlings	.06
2 1/4-in. pots	.17	6 to 10 ins., seedlings	.06
<b>EUONYMUS</b>			
<b>BROAD-LEAVED EVERGREENS</b>			
Fortunei coloratus	.25	Fortunei upright	.20
3-in. pots	.15	Patens, Large-leaved	.15
2-in. pots	.20	2-in. pots	.15
Fortunei minimus	.25	Patens, Small-leaved	.20
3-in. pots	.20	2-in. pots	.20
2-in. pots	.20		

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this opportunity of agreeing with his implied praise of a worthy native plant. Perhaps some readers would take exception to an unqualified statement that it is the best of all ground cover plants, and they would be right, but for purposes outlined by the correspondent, which includes flat growth of not too dense leafage, year-round greenness and easy maintenance, in part shade, there is nothing better that I know.

The partridgeberry is evergreen, varying in intensity of greenness with the amount of shade it has. Most of the illustrations of the plant and many of the plantings one sees in nature show a sparsely leaved plant. This seems to be the natural behavior of mitchella in the sterile soil it mostly inhabits in northern Michigan and would no doubt be what the inquirer would want; however, if the soil fertility and moisture are increased, then it would make a perfectly flat, fairly dense carpet of small, roundish leaves, usually marked with white lines. In either case, there is nothing in its class that can compare with it for covering difficult places in the garden, especially those trying, half-shaded situations under evergreen trees. The partridgeberry gives forth a delightful fragrance when in bloom in spring, and its bright red fruits, produced by pink-throated, white, twin flowers, are not only persistent outdoors, but make pleasing and readily salable bowl decorations for indoor use during the winter.

## Culture Not Difficult

Its culture is not nearly so difficult as some writers state. It apparently does best here in soil of moderate acidity, though some observers say that this does not hold true throughout the plant's range. For instance, an Arkansas reader wrote me a few years ago that it never was found on acid soil in her section. My own observations cover only northern Michigan, and there I find that it almost invariably grows in acid soil. It is not at all unlikely, however, that it behaves differently elsewhere, and it would be advisable to give collected material the same kind of soil as that from which it was taken. It may be that therein lies the greatest difficulty found in taming plants taken from the wild. If any recommendations are to be made, I believe they should include handling the plants in autumn, lifting with a generous portion of the soil in which each plant is found. The partridgeberry may be propagated by division, which is perhaps

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the easiest and best method, though it may also be grown from cuttings. Rooting in sand is usually recommended and generally produces good results; however, we had better success following the use of sphagnum moss in a close case.

### Delphinium from Cuttings

An eastern reader writes in part as follows: "In a note on delphinium in the American Nurseryman some time ago, I am afraid you did not stress to beginners in the trade the need for frequent renewal of their plants, especially many of the modern, named varieties. The customers will soon let them know, of course, that some kinds deteriorate rapidly, even with the best of care, but attempts to produce a second heavy crop of flowers without special summer care, insufficient moisture during the growing season and poor drainage are almost certain to cut their life span to a year or two. I, for one, would like to find an uncomplicated method of growing them from cuttings."

A simple plan is as follows: Take cuttings of new growths, preferably with a heel of the crown, when they are about three inches long. Insert these in a close, shaded frame of extremely sandy compost, with sufficient moisture to keep them from flagging. When root action commences, give more light and air, increasing gradually until the plants are fully exposed and hardened off ready for planting when weather conditions permit.

### Potentilla Reptans

Another recent letter heartened me greatly. From it, I quote the following: "A good many years ago you wrote an article about the creeping cinquefoil that prompted me to use it in a paved terrace planting that I was making. I saw the terrace the past summer, at least six years after we put it in, and the cinquefoil was still doing a good job. Maybe a note on the plant would be helpful to newcomers to the nursery field, as well as some old-timers." To that end, I am glad to submit the following:

Looking at lists of plant material for paved walks and terraces, one is forced to the conclusion that the planting, or rather the plants, are given more consideration than the travelers who are to use the paths. If nurserymen do not think that is true, they should try picking their way along a walk whose crevices are filled with plants growing up to eight inches in height, as is often the case

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1 to 9 . . . . .	6.75	13.00	

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No. of Cases	Size of Cases		
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100 or more . . . . .	\$7.50	\$14.50	
50 to 99 . . . . .	8.00	15.50	
25 to 49 . . . . .	8.50	16.50	
10 to 24 . . . . .	9.00	17.50	
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### PRIVET

LIGUSTRUM AMURENSE (Amur River North Privet)  
LIGUSTRUM IBOLIUM (Ibodium Privet)

	Per 10	Per 100	Per 1000
L.O., field-grown, 1 and 2 canes	\$ 2.50	\$ 20.00	
6 to 12 ins., 2 br.	2.75	25.00	
12 to 18 ins., 2 br.	4.00	35.00	
18 to 24 ins., 3 br.	6.00	50.00	
12 to 18 ins., 3 br. and up	6.00	50.00	
18 to 24 ins., 3 br. and up	7.00	65.00	
2 to 3 ft., 4 br. and up	12.00	100.00	
LIGUSTRUM OVALIFOLIUM (California Privet)			
L.O., field-grown	2.00	17.50	
6 to 12 ins., 2 br.	2.50	20.00	
Grafting grade, 3/16 to 1/4-in. cal.	3.50	30.00	
Grafting grade, 1/4-in. cal. and up	4.00	35.00	
12 to 18 ins., 2 br.	4.00	35.00	
18 to 24 ins., 2 br.	5.00	45.00	
12 to 18 ins., 3 br. and up	5.00	45.00	
18 to 24 ins., 3 br. and up	6.50	60.00	
2 to 3 ft., 4 br. and up	8.00	75.00	
3 to 4 ft., 5 br. and up	12.50	100.00	

### LONICERA

(Flowering Honeysuckle)

LONICERA BELLA ALBA (White-flowering Honeysuckle)			
LONICERA MORROWI (White-flowering Honeysuckle)			
LONICERA TATARICA ROSEA (Pink-flowering Honeysuckle)			
LONICERA TATARICA RUBRA (Pink-flowering Honeysuckle)			
	Per 10	Per 100	Per 1000
4 to 6 ins., C., L.O.	\$2.50	\$20.00	
6 to 12 ins., C., L.O.	3.50	30.00	
12 to 18 ins., C., L.O.	5.00	40.00	
18 to 24 ins., C., L.O.		50.00	

### LONICERA—Continued

	Per 10	Per 100	Per 1000
6 to 12 ins., hedging	\$ 5.50	\$ 45.00	
12 to 18 ins., hedging	6.50	60.00	
18 to 24 ins., hedging	10.00	90.00	
12 to 18 ins., 2-yr., T., well-br.	\$1.50	12.50	100.00
18 to 24 ins., 2-yr., T., well-br.	2.50	17.50	150.00
2 to 3 ft., 2-yr., T., well-br.	4.00	30.00	250.00
SPIRAEA VANHOUTTEI (Van Houtte Spiraea)			
L.O., field-grown	3.50	25.00	
6 to 12 ins., C.	4.50	30.00	
12 to 18 ins., C.	5.50	35.00	
9 to 12 ins., hedging	5.50	40.00	
12 to 18 ins., hedging	1.00	7.50	60.00
18 to 24 ins., hedging	1.25	9.00	75.00
12 to 18 ins., well-br.	2.00	15.00	100.00
18 to 24 ins., well-br.	2.50	20.00	150.00
2 to 3 ft., well-br.	3.00	25.00	200.00
WEIGELA AMABILIS, light pink			
WEIGELA HENDERSONI, dark pink			
L.O., field-grown, C.	3.50	25.00	
6 to 12 ins., C.	4.00	30.00	
12 to 18 ins., C.	5.00	35.00	
18 to 24 ins., C.	6.00	50.00	
12 to 18 ins., 2-yr., br.	2.00	12.50	100.00
18 to 24 ins., 2-yr., br.	2.50	20.00	150.00
2 to 3 ft., 2-yr., br.	3.00	25.00	200.00
3 to 4 ft., 2-yr., br.	3.50	30.00	
WEIGELA ROSEA, pink			
L.O., field-grown, C.	3.00	25.00	
6 to 12 ins., C.	3.50	30.00	
12 to 18 ins., C.	4.50	40.00	
12 to 18 ins., 2-yr., well-br.	1.50	10.00	
18 to 24 ins., 2-yr., well-br.	2.00	15.00	
2 to 3 ft., 2-yr., well-br.	2.50	20.00	
3 to 4 ft., 2-yr., well-br.	3.00	25.00	

## FOREST AND SHADE TREES

ACER DASYCARPUM (Silver Maple)	Per 10	Per 100	Per 1000
6 to 12 ins., S.	\$ 1.25	\$ 10.00	
12 to 18 ins., S.	1.75	15.00	
18 to 24 ins., S.	2.25	20.00	
2 to 3 ft., S.	2.75	25.00	
3 to 4 ft., S., 2-yr.	3.75	35.00	
4 to 5 ft., S., 2-yr.	5.50	50.00	
4 to 5 ft., T., well-br., tops	\$ 5.00	40.00	
5 to 6 ft., T., well-br., tops	7.50	60.00	
6 to 8 ft., T., well-br., tops	10.00	80.00	
8 to 10 ft., T., well-br., tops	15.00	125.00	
CORNUS FLORIDA (White Dogwood)			
6 to 12 ins., S.	2.50	20.00	
12 to 18 ins., S.	3.50	30.00	
18 to 24 ins., S.	5.00	45.00	
2 to 3 ft., S.	5.50	50.00	
2 to 3 ft., 2-yr., well-br.	6.00	50.00	
3 to 4 ft., 2-yr., well-br.	15.00	125.00	
(Add 50¢ per plant for B&B)			
CORNUS FLORIDA RUBRA (Pink Dogwood)			
12 to 18 ins.	9.00	75.00	
18 to 24 ins.	12.50	100.00	
24 to 36 ins.	15.00	125.00	
30 to 36 ins.	17.50	150.00	
3 to 4 ft.	30.00	250.00	
(Add 50¢ per plant for B&B)			

PRUNUS PERSICA (Flowering Peach)

Double Red			
Double Pink			
Double White			
Peppermint Stick			
12 to 18 ins., br., June bud	2.00	15.00	
18 to 24 ins., br., June bud	2.50	20.00	
2 to 3 ft., br., June bud	3.00	25.00	
3 to 4 ft., br., June bud	3.50	30.00	
5/16 to 7/16-in. cal., 2 to 3 ft., dormant bud	3.50	30.00	

### PRUNUS PERSICA—Continued

	Per 10	Per 100	Per 1000
7/16 to 9/16-in. cal., 3 to 4 ft., dormant bud	\$4.00	\$35.00	
9/16 to 11/16-in. cal., 4 to 5 ft., dormant bud	4.50	40.00	
11/16-in. cal. and up, 5 to 6 ft., dormant bud	5.00	45.00	
PRUNUS NEWPORT (Purple-leaved Plum)			
PRUNUS THUNDERCLOUD (Purple-leaved Plum)			
12 to 18 ins., June bud	2.00	15.00	
18 to 24 ins., June bud	2.50	20.00	
2 to 3 ft., June bud	3.00	25.00	
3 to 4 ft., June bud	3.50	30.00	
5/16 to 7/16-in. cal., 2 to 3 ft., dormant bud	3.50	30.00	
7/16 to 9/16-in. cal., 3 to 4 ft., dormant bud	4.00	35.00	
9/16 to 11/16-in. cal., 4 to 5 ft., dormant bud	4.50	40.00	
3 to 4 ft., dormant bud, bush form	5.00	45.00	
4 to 5 ft., dormant bud, bush form	6.00	50.00	

## BROAD-LEAVED EVERGREENS

ABELIA GRANDIFLORA (Glossy Abelia)

	Per 10	Per 100	Per 1000
6 to 12 ins., field-grown, C., 2-yr.	\$1.25	\$ 7.50	\$ 60.00
12 to 18 ins., field-grown, C., 2-yr.	1.50	10.00	80.00
18 to 24 ins., field-grown, C., 2-yr.	1.75	12.50	100.00
2 to 3 ft., field-grown, C., 2-yr.	2.00	17.50	150.00
12 to 18 ins., T., well-br., B.R.	3.50	25.00	
18 to 24 ins., T., well-br., B.R.	5.00	40.00	
2 to 3 ft., T., well-br., B.R.	7.00	50.00	
2 to 3 ft., B&B, heavy clumps	12.50	100.00	
3 to 4 ft., B&B, heavy clumps	17.50	150.00	

**EVERGREENS:** We also have a large assortment of finished evergreens, both coniferous and broad-leaved. Write for attractive quotations on Biota, Thuja, Juniperus, Hemlock, Euonymus, Ilex and others.

Complete Fall Wholesale Price List Soon Ready.—Write for your copy today.

# POTTED LINERS

	Per 100	Per 1000
<i>Taxus media</i> Adams, 1-yr., 2 1/4-in. r. pots, 4 to 6 ins...	\$16.00	\$150.00
<i>Taxus media andersoni</i> , 1-yr., 2 1/4-in. r. pots, 4 to 6 ins.	16.00	150.00
<i>Taxus media andersoni</i> , 2-yr., 2 1/4-in. r. pots, 6 to 12 ins.	22.50	200.00
<i>Taxus media browni</i> , 1-yr., 2 1/4-in. r. pots, 4 to 6 ins...	18.00	160.00
<i>Taxus cusp. capitata</i> S., 3-yr., 2 1/4-in. r. pots, 3 to 6 ins.	22.50	200.00
3-yr., 2 1/4-in. r. pots, 4 to 8 ins.	27.50	250.00
3-yr., 2 1/2-in. r. pots, 6 to 12 ins.	30.00	275.00
<i>Taxus media capitata</i> , c.g.,		
1-yr., 2 1/4-in. r. pots, 4 to 6 ins.	20.00	180.00
<i>Taxus cuspidata</i> , 1-yr., 2 1/4-in. r. pots, 4 to 6 ins.	16.00	150.00
<i>Taxus cuspidata</i> , 2-yr., 2 1/4-in. r. pots, 6 to 12 ins.	22.50	200.00
<i>Taxus media hatfieldi</i> No. 18,		
1-yr., 2 1/4-in. r. pots, 4 to 6 ins.	20.00	180.00
<i>Taxus media hatfieldi</i> No. 18,		
2-yr., 2 1/4-in. r. pots, 6 to 12 ins.	25.00	225.00
<i>Taxus media hicksi</i> , 1-yr., 2 1/4-in. r. pots, 4 to 6 ins.	16.00	150.00
<i>Taxus media hicksi</i> , 2-yr., 2 1/4-in. r. pots, 6 to 12 ins.	22.50	200.00
<i>Taxus intermedia</i> , 1-yr., 2 1/4-in. r. pots, 4 to 6 ins.	16.00	150.00
<i>Taxus intermedia</i> , 2-yr., 2 1/4-in. r. pots, 6 to 12 ins.	22.50	200.00
<i>Taxus media Moon's</i> , 1-yr., 2 1/4-in. r. pots, 4 to 6 ins.	16.00	150.00
<i>Taxus media Moon's</i> , 2-yr., 2 1/4-in. r. pots, 6 to 12 ins.	22.50	.....
<i>Taxus media thayerae</i> , 2-yr., 2 1/4-in. r. pots, 6 to 12 ins.	22.50	200.00
<i>Taxus cuspidata vermeuleni</i> ,		
2-yr., 2 1/4-in. r. pots, 6 to 12 ins.	25.00	.....
<i>Taxus media wardi</i> , 1-yr., 2 1/4-in. r. pots, 4 to 6 ins.	22.50	200.00
<i>Taxus media wellesleyana</i> ,		
1-yr., 2 1/4-in. r. pots, 4 to 6 ins.	20.00	.....
<i>Juniperus Andorra compacta</i> ,		
1-yr., 2 1/4-in. r. pots, 4 to 6 ins.	16.00	150.00
<i>Juniperus communis depressa aurea</i> ,		
1-yr., 2 1/4-in. r. pots, 4 to 6 ins.	20.00	180.00
<i>Juniperus glauca hetzi</i> , 1-yr., 2 1/4-in. r. pots, 4 to 8 ins.	20.00	180.00
<i>Juniperus fastigiata</i> , Irish,		
1-yr., 2 1/4-in. r. pots, 4 to 6 ins.	20.00	.....
<i>Juniperus chinensis pfizeriana</i> ,		
1-yr., 2 1/4-in. r. pots, 4 to 6 ins.	25.00	225.00
2-yr., 2 1/4-in. r. pots, 6 to 8 ins.	30.00	275.00
<i>Juniperus chinensis pfizeriana glauca</i> ,		
1-yr., 2 1/4-in. r. pots, 4 to 6 ins.	27.50	250.00
<i>Thuja occidentalis elegantissima</i> ,		
1-yr., 2 1/4-in. r. pots, 4 to 6 ins.	18.00	160.00
<i>Thuja occidentalis pyramidalis</i> ,		
1-yr., 2 1/2-in. r. pots, 4 to 6 ins.	16.00	150.00
<i>Thuja occidentalis wareana</i> (Siberian),		
1-yr., 2 1/4-in. r. pots, 4 to 6 ins.	16.00	150.00
<i>Thuja occidentalis woodwardi</i> ,		
1-yr., 2 1/2-in. r. pots, 4 to 6 ins.	16.00	150.00
<i>Ilex convexa (bullata)</i> , 1-yr., 2 1/2-in. r. pots, 4 to 6 ins.	22.50	200.00
<i>Ilex crenata hetzi</i> , 1-yr., 2 1/2-in. r. pots, 4 to 6 ins.	22.50	200.00
<i>Ilex glabra</i> , 1-yr., 2 1/2-in. r. pots, 4 to 6 ins.	20.00	180.00
<i>Ilex crenata rotundifolia</i> ,		
1-yr., 2 1/2-in. r. pots, 6 to 8 ins.	22.50	200.00
<i>Ilex crenata Stokes</i> (Pat. 887),		
2-yr., 2 1/4-in. r. pots, 2 to 4 ins.	35.00	300.00

The above only a partial list of our potted lining-out stock. We also grow seedlings and field liners. A complete catalog on request.

**HEASLEY'S NURSERIES**  
Freeport Rd. BUTLER, PA.

in unconsidered plantings. It should be a self-evident truth that careful thought should be given before plants are put into much-traveled paths. In the light of experience, members of the nursery trade will agree, I am sure, that low-growing plants are needed for that purpose. At the same time, the plants must be able to take much punishment from the shoes.

All of this leads to the little cinquefoil, *Potentilla reptans*, mentioned by the correspondent in the above quotation. This native westerner seems to meet requirements better than many plants of wider acceptance. For general garden use, it would have little value, but for paved walk planting it possesses many virtues. Its stature of an inch answers the requirement of low growth; its fine-cut leaves are ornamental throughout the garden year; a long season of small, yellow flowers adds much to its attractiveness; its apparent indifference to abuse, including trampling, completes the make-up of a highly useful plant for the present purpose.

## Colored Forms of Arabis

I remember how I awaited with eager anticipation the flowering of a number of arabis plants which we had grown from seeds about 20 years ago. The seeds had come from a friend in England, who had a large collection of colored forms of what passes as *Arabis albidia* in gardens. I have never known their botanical standing, though I suspect that they may have carried some of the strain of the purplish-flowered *A. aubrietoides*, from Asia Minor. Be that as it may, the seedlings were exciting, many in pink, rose and lavender shades, and I thought I had something unusually good. Unfortunately, the venture was short-lived, for the plants gradually disappeared during the next two years, mostly between autumn and spring, perhaps because they resented the damp which they had to endure while the ground was frozen. I later added the named form, *Rosabelle*, and lost it and its rooted cuttings during the first summer, presumably because they obtained too much moisture when the primulas in an adjacent frame were given daily waterings with the hose. The foregoing is given in response to a request to my reaction to the colored forms of arabis. They might be as permanent as *A. albidia* in a dry wall or well-drained rock garden; they would then be a splendid addition to gardens.

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Height 5½"



Height 5"



Height 9½"



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**LONGER SELLING SEASON!** Now you can pot your plants for display and sale for five months instead of three.

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### FLOWERING SHRUBS

	Per 10	Per 100		Per 10	Per 100
<b>Abelia grandiflora</b> (Broad-leaved Evergreen, Glossy Abelia)			<b>Lilac, French Hybrids.</b> Varieties — <b>Charles X</b> , red; <b>Negro</b> , dark purple; <b>President Grevy</b> , blue; <b>William Robinson</b> , violet-pink; <b>Mme. Casimir Perier</b> , white		
12 to 18 ins., well-br.....	\$3.50	\$25.00	12 to 18 ins., grafts.....	\$4.00	\$30.00
18 to 24 ins., well-br.....	4.50	35.00	18 to 24 ins., grafts.....	5.00	45.00
2 to 3 ft., well-br.....	6.00	50.00	2 to 3 ft., grafts.....	7.00	60.00
3 to 4 ft., well-br.....	10.00	75.00	<b>Lilac rothomagensis</b> (Persian Lilac)		
<b>Almond</b> (Double Pink-flowering Almond) 2-yr., T., own roots			18 to 24 ins., br.....	3.00	25.00
12 to 18 ins., well-br.....	3.00	25.00	2 to 3 ft., br.....	4.00	35.00
18 to 24 ins., well-br.....	4.00	30.00	3 to 4 ft., br.....	5.00	45.00
2 to 3 ft., well-br.....	5.00	40.00			
3 to 4 ft., well-br.....	6.00	50.00	<b>Lonicera fragrantissima</b> (Fragrant Honeysuckle), large waxy leaves		
<b>Berberis thunbergii</b> (Green-leaved Barberry)			18 to 24 ins., br.....	2.50	17.50
12 to 15 ins., br.....	2.00	15.00	2 to 3 ft., br.....	4.00	30.00
15 to 18 ins., br.....	3.00	25.00	3 to 4 ft., br.....	5.00	40.00
<b>Berberis thunbergii atropurpurea</b> (Red-leaved Barberry)			<b>Lonicera morrowi</b> (Bush Honeysuckle), white flowers		
12 to 15 ins., br.....	3.00	25.00	<b>Lonicera tatarica</b> (Bush Honeysuckle), pink flowers		
15 to 18 ins., br.....	4.00	35.00	18 to 24 ins., br.....	2.00	15.00
<b>Buddleia alba</b> (White Butterfly Bush)			2 to 3 ft., br.....	2.50	20.00
<b>Buddleia de France</b> (Purple Butterfly Bush)			3 to 4 ft., br.....	3.00	25.00
18 to 24 ins., br.....	3.00	20.00	<b>Philadelphus coronarius</b> (Sweet Mock Orange)		
2 to 3 ft., br.....	4.00	30.00	18 to 24 ins., br.....	2.00	15.00
3 to 4 ft., br.....	5.00	40.00	2 to 3 ft., br.....	2.50	20.00
<b>Calycanthus floridus</b> (Sweet Shrub)			<b>Philadelphus virginialis</b> (Fragrant Philadelphus)		
18 to 24 ins., well-br.....	2.50	20.00	12 to 18 ins., br.....	3.00	25.00
2 to 3 ft., well-br.....	3.50	30.00	18 to 24 ins., br.....	4.00	35.00
3 to 4 ft., well-br.....	4.50	40.00	<b>Rhus aromatica</b> (Fragrant Sumac)		
<b>Cotoneaster acutifolia</b> (Peeking Cotoneaster)			12 to 18 ins., br.....	3.00	25.00
18 to 24 ins., well-br.....	5.00	40.00	18 to 24 ins., br.....	4.00	35.00
2 to 3 ft., well-br.....	6.00	50.00	<b>Rhus cotinoides</b> (Smoke Tree)		
<b>Cydonia japonica rubra</b> (Upright Flowering Quince)			18 to 24 ins., T.....	2.50	20.00
12 to 18 ins., br.....	3.50	25.00	2 to 3 ft., T.....	3.50	30.00
18 to 24 ins., br.....	4.50	35.00	3 to 4 ft., T.....	4.50	40.00
2 to 3 ft., br.....	6.00	50.00	<b>Spiraea froebelii</b> (Dwarf Pink Spiraea), flat blooms		
<b>Deutzia Pride of Rochester</b>			12 to 15 ins., br.....	3.00	20.00
18 to 24 ins., well-br.....	1.50	10.00	15 to 18 ins., br.....	4.00	27.50
2 to 3 ft., well-br.....	2.00	15.00	<b>Spiraea thunbergii</b> —First of all Spiraeas to bloom in spring		
3 to 4 ft., well-br.....	2.50	20.00	18 to 24 ins., well-br.....	2.50	20.00
<b>Forsythia fortunei intermedia</b> (Golden Bell)			2 to 3 ft., well-br.....	3.00	25.00
18 to 24 ins., br.....	2.00	15.00	3 to 4 ft., well-br.....	4.00	30.00
2 to 3 ft., br.....	2.50	20.00	<b>Spiraea vanhouttei</b> —One of America's most popular shrubs		
3 to 4 ft., br.....	3.00	25.00	18 to 24 ins., well-br.....	2.00	15.00
<b>Hydrangea P. G.</b> (Snowball-type Hydrangea)			2 to 3 ft., well-br.....	2.50	20.00
18 to 24 ins., br.....	3.00	20.00	3 to 4 ft., well-br.....	3.00	25.00
2 to 3 ft., br.....	4.00	30.00	<b>Weigela Eva Rathke</b> (Red Weigela)		
3 to 4 ft., br.....	5.00	40.00	15 to 18 ins., br.....	3.50	30.00
<b>Hydrangea quercifolia</b> (Oak-leaved Hydrangea)			18 to 24 ins., br.....	4.50	40.00
15 to 18 ins., br.....	5.00	40.00	2 to 3 ft., br.....	5.50	50.00
18 to 24 ins., br.....	6.00	50.00	<b>Weigela rosea</b> —Best known of all Weigelas		
<b>Lagerstroemia indica</b> (Crape Myrtle). Colors, red, pink, purple and white			18 to 24 ins., br.....	2.00	15.00
18 to 24 ins., br.....	3.00	25.00	2 to 3 ft., br.....	2.50	20.00
2 to 3 ft., br.....	4.50	35.00	3 to 4 ft., br.....	3.50	25.00
3 to 4 ft., br.....	5.50	45.00	<b>FOR OTHER BARGAINS WRITE FOR OUR NEW TRADE LIST.</b>		
<b>Lilac</b> (Common Purple), own roots					
12 to 18 ins., T., br.....	3.00	20.00			
18 to 24 ins., T., br.....	4.00	30.00			
2 to 3 ft., T., br.....	5.00	40.00			

**BOYD NURSERY CO.**  
McMINNVILLE, TENN.

plantings of *Aquilegia chrysantha* from different parts of its range and from garden-saved seeds, I am of the opinion that the plant is not well understood in gardens; in fact, I seldom have seen real *chrysantha* during the past five years. That is easy to understand, too, when it is remembered how easily the kinds cross when grown close together. The plant has varied greatly in nature, too, as is apparent when one looks over the varieties mentioned in the floras. These run all the way from variety *alba*, with whitish flowers (it sometimes turns up in a batch of *chrysantha* seedlings); the extremely pale yellow, tinged-red *flavescens*, and the red-spurred *Jaeschkani*, to the golden type and some of deep yellow hue which sometimes come from seeds, even those harvested in the wild. Here, the type reaches about 30 inches tall, but I have seen it 40 inches tall in the good prairie soil of the midwest, and one reads of four feet in the Rocky mountains. *Jaeschkani* reaches a height of about 18 inches and variety *nana* little more than a foot. There also is a difference in the hardiness of plants from different parts of its range; the ones that I have had from New Mexico collectors seldom survive through northern Michigan winters. Incidentally, I never have been able to locate anyone in western Texas who has located the plant in the wild in that state, despite the fact that Hortus says the "Rocky mountain region and Texas."

#### *Elymus Canadensis*

The past summer I saw the native lymegrass, *Elymus canadensis*, used with such pleasing effects in an Ohio garden that it prompted me to look up, when I arrived back home, the following note that I had made on it when it was in our trials years ago: "The plant, now seldom seen in gardens, has some characteristics which fit it for certain uses in landscaped areas. It grows two to three feet in height in most of its natural habitats, except on stream banks, where the soil is rich and moisture is present in abundance at all times, where it may reach four to five feet tall. Under these last conditions the plant is indeed an ornament. It is usually found in part shade, so far as I have observed it; that, together with what has been said before, suggests some uses to which it could be put in the garden."

WOODLAWN NURSERY, Greenville, Ga., has discontinued business.

# 20 MILLION TREES

## Now Shipping

	Per 100	Per 1000		Per 100	Per 1000		Per 100	Per 1000
<b>SCOTCH PINE (Riga)</b>								
2-yr., S., (2-0), 2 to 4 ins...	\$ 3.00	\$ 15.00						
3-yr., S., (3-0), 5 to 9 ins...	7.00	35.00						
<b>SCOTCH PINE, Special Strain</b>								
2-yr., S., (2-0), 4 to 8 ins...	5.00	25.00						
2-yr., S., (2-0), 5 to 10 ins...	7.00	35.00						
3-yr., S., (3-0), 8 to 12 ins...	12.00	60.00						
4-yr., T., (2-2), 6 to 12 ins...	20.00	150.00						
<b>AUSTRIAN PINE</b>								
2-yr., S., (2-0), 2 to 4 ins...	5.00	25.00						
2-yr., S., (2-0), 3 to 5 ins...	6.00	30.00						
3-yr., S., (3-0), 6 to 12 ins...	8.00	40.00						
3-yr., S., (3-0), 8 to 14 ins...	10.00	50.00						
3-yr., T., (2-1), 5 to 10 ins...	15.00	75.00						
<b>WHITE PINE</b>								
2-yr., S., (2-0), 3 to 6 ins...	4.00	20.00						
3-yr., S., (3-0), 5 to 10 ins...	6.00	30.00						
4-yr., T., (3-1), 5 to 10 ins...	12.00	60.00						
<b>AMERICAN RED PINE</b>								
2-yr., S., (2-0), 3 to 5 ins...	5.00	25.00						
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3-yr., T., (2-1), 4 to 8 ins...	13.00	65.00						
<b>JAPANESE BLACK PINE (Thunbergi)</b>								
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4-yr., T., (3-1), 4 to 7 ins...	15.00	75.00						
5-yr., T., (3-2), 6 to 12 ins...	20.00	100.00						
<b>PONDEROSA PINE</b>								
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<b>WHITE SPRUCE</b>								
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3-yr., T., (2-1), 6 to 12 ins...	13.00	65.00						
5-yr., T., (3-2), 10 to 18 ins...	30.00	150.00						
<b>NORWAY SPRUCE</b>								
2-yr., S., (2-0), 2 to 3 ins...	3.20	16.00						
3-yr., S., (3-0), 6 to 12 ins...	7.00	35.00						
4-yr., T., (3-1), 4 to 12 ins...	12.00	60.00						
5-yr., T., (3-2), 6 to 12 ins...	20.00	100.00						
<b>ENGELMANN BLUE SPRUCE</b>								
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<b>COLORADO BLUE SPRUCE</b>								
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2-yr., S., (2-0), 3 to 6 ins...	7.00	35.00						
3-yr., S., (3-0), 5 to 10 ins...	12.00	60.00						
3-yr., T., (2-1), 4 to 7 ins...	15.00	75.00						
4-yr., T., (2-2), 6 to 10 ins...	20.00	100.00						
4-yr., T., (2-2), 8 to 12 ins...	30.00	150.00						
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4-yr., T., (2-2), 4 to 8 ins...	15.00	....						
<b>CONCOLOR FIR</b>								
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<b>BALSAM FIR</b>								
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5-yr., T., (3-2), 5 to 10 ins...	17.00	85.00						
<b>VEITCH FIR</b>								
3-yr., S., (3-0), 3 to 5 ins...	16.00	80.00						
<b>BLUE ATLAS CEDAR (Cedrus atlantica glauca)</b>								
2-yr., S., (2-0), 6 to 12 ins...	15.00	100.00						
<b>CANADIAN HEMLOCK</b>								
2-yr., S., (2-0), 3 to 6 ins...	10.00	50.00						
2-yr., S., (3-0), 6 to 12 ins...	16.00	80.00						
<b>WOODWARD GLOBE ARBORVITAE, dark green</b>								
1-yr., T., 4 to 6 ins...	30.00	250.00						
<b>HOVEY'S GOLDEN ARBORVITAE</b>								
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2-yr., T., sheared back to 6 to 8 ins., heavy stems...	40.00	350.00						
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2-yr., S., (2-0), 10 to 15 ins...	10.00	50.00						
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(2-0), 16 to 24 ins...	18.00	90.00
<b>PIN OAK, (Quercus palustris)</b>		
2-yr., S., (2-0), 15 to 20 ins...	15.00	100.00
<b>NORWAY MAPLE (Acer platanoides)</b>		
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2-yr., S., (2-0), 10 to 15 ins...	14.00	70.00
<b>TULIP TREE (Liriodendron tulipifera)</b>		
2-yr., S., (2-0), 18 to 30 ins...	9.00	45.00
<b>SILVER MAPLE (Acer saccharinum)</b>		
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## This Business Of Ours

### Reflections on the Progress and Problems of Nurserymen

By E. Sam Hemming

#### INSECT EPIDEMICS

When insects suddenly become epidemic, it is usually because one is introduced into a new area where there are no natural controls or because a long-subdued, indigenous insect is suddenly freed of its natural restraints.

Some insects have the potentiality of becoming ravaging plagues by their ability to reproduce in great quantities and to eat ravenously, while others never have this potentiality to become epidemic because of their own restrictive make-up.

The nurseryman plagued by pests can hardly think or talk philosophically about insects; yet, a perspective is necessary and it is questionable if nurserymen will ever be as frightened by a pest as they once were by the Japanese beetle. What prompted this article and these reflections was the realization that this past summer I doubt if I saw 100 beetles on our nursery at Easton, Md. The past year we had only about 10 per cent of the infestation of previous years, and this year they virtually disappeared. We have done no spraying for the Japanese beetle for two or three years, yet the pest is virtually nonexistent. I assume the spraying of host plants helped the decline. We used to spray our young Chinese chestnuts, and, after following that practice, the inspectors would find as few as one or two grubs to a whole row, where once they could find thousands. Some 10 or 12 years ago, the state entomologist put a few dabs of white powder containing milky white disease on our front lawn. This parasite or some other has certainly done marvelous work, although it works its wonders unseen. There are other parasites, including a wasp, but more than likely it is the milky white disease that has been the real factor.

The story of the Japanese beetle has been a unique one in American horticulture and one that will not be repeated in the same manner. There will be other unwelcome immigrants, but the hysteria and silliness will hardly repeat itself. The

peculiar situation arose because of a combination of factors; namely, new state and federal quarantine powers administered by men who did not have the perspective they have today; the pest was introduced shortly after the chestnut blight had done its serious work; the pest was at first seemingly omnivorous, and it seemed to be impervious to sprays.

The damage the beetle did was in more than one direction, and the many injustices created by the invasion were as serious as its depredations, but it is useless to mention

them here. One incident though is still amusing in retrospect: My father for many years kept a comment from a New Zealand trade paper that the Japanese beetle had made New Jersey "a howling wilderness."

Insect epidemics are nothing new—the plagues of locusts (or grasshoppers) reach back to the beginning of recorded history, having always been serious in Biblical areas and around the Mediterranean. The locust is truly omnivorous, and, when it went on a rampage, it did eat everything edible, and the result was too often death and famine. When pioneers first went westward, they moved into a section where the locust was capable of becoming epidemic. It was a native of the mountains of the west and came into the prairies to feed and breed. Before writing this article, I was curious to find out what factor kept it in check between plagues. The chief parasite is a little fly that flies up to the locust

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3 to 4 ft., clumps.....	7.00	60.00	
<i>Viburnum cassinoides</i>			
2 to 3 ft., clumps.....	5.00	40.00	
3 to 4 ft., clumps.....	7.00	60.00	
<i>Viburnum dentatum</i>			
2 to 3 ft., clumps.....	4.50	35.00	
3 to 4 ft., clumps.....	6.00	50.00	
SUGAR MAPLES			
Unit price in quantities			
	10 to 49	50 to 250	
<i>Acer saccharum</i>			
1 1/4 to 1 1/2-in. cal.....	\$4.00	\$3.50	
1 1/2 to 1 3/4-in. cal.....	6.00	5.00	
1 3/4 to 2-in. cal.....	7.00	6.00	
2 to 2 1/4-in. cal.....	9.00	8.00	
2 1/4 to 3-in. cal.....	12.00	11.00	

CLUMP BIRCH			
<i>Paper Birch</i>	Per 10	Per 100	
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6 to 8 ft., 3 stems and up.....	40.00		
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HEMLOCK SEEDLINGS			
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and bumps it. When it bumps the locust, it gives birth to a tiny maggot which is covered with a sticky substance that makes it adhere. This maggot enters the locust under the wing and develops within its body, finally killing it. One might assume that when some factor keeps this fly from being parasitic, there is a plague of locusts.

About 10 years ago, there came to Easton, Md., a nasty insect, the mimosa webworm. It was both sudden and virulent and so thoroughly defoliated the trees that many of them died, a most unusual result. Defoliation usually weakens a tree, but rarely kills it. We actually stopped growing the trees; yet, today I imagine we could go back to growing them because as I ride around the countryside I see extremely little infestation on the surviving trees. I do not know what is keeping it in check now.

The common bagworm could by its nature easily become epidemic; yet, its damage is only sporadic. Part of the beauty of the Maryland countryside is produced by both young, handsome and old, picturesque native cedars. Every now and then we find one eaten up by bagworms, yet its neighbor is kept free by the services of a little parasitic wasp.

Climate, too, plays an important role in the control of insects. A mild winter may set the stage for an epidemic of some insects, as can dry or wet weather.

Nurserymen in this country often think that they have been the victims of all the unusual insect epidemics, but such is not the case because pests have also emigrated from North America to other countries; the Colorado potato beetle is one example.

As serious as the depredations of some insects can be, it is enlightening to realize that it is generally other insects that keep them from becoming epidemic.

### MAGAZINE HISTORY

Garden magazines of the past half century are the subject of an interesting feature article in the October issue of *Horticulture*, celebrating the 50th anniversary of its founding in the year that its publisher, the Massachusetts Horticultural Society, celebrates its 125th year.

The article was written by Edward I. Farrington, secretary of the society and editor of the magazine when it was purchased by the society in 1923 after the death of W. J. Stewart, who had established *Horticulture* as a trade periodical.

# QUALITY EVERGREENS

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*Elaeagnus Fruitlandi*  
*Elaeagnus Simoni*  
*Euonymus Coloratus*  
*Euonymus Fortunei Erectus*  
(small leaf)  
*Euonymus Patens*  
*Gardenia Fortunei*  
*Ilex Cornuta Burfordi*  
*Ilex Cornuta Femina*  
*Ilex Crenata Convexa*  
*Ilex Crenata Rotundifolia*  
*Ilex Opaca East Palatka*  
(heavily sheared)  
*Ilex Vomitoria*  
(well sheared)  
*Pride of Houston*  
*Jasminum Floridum*  
*Laurel Cherry*  
(well sheared)  
*Ligustrum Lucidum*  
(Griffing type)  
*Ligustrum Lucidum*  
(Black Wax)  
*Ligustrum Lucidum Nanum*  
*Loropetalum Texanum*  
*Magnolia Glauca*  
*Magnolia Grandiflora*  
*Magnolia Soulangeana*  
*Magnolia Soulangeana Nigra*  
*Nandina Domestica*  
*Photinia Serrulata*

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*Arborvitae, Or. Bonita Golden*  
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*Arborvitae, Or. Fruitland*  
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*Arborvitae, Occ. Pyramidalis*  
*Arborvitae, Occ. Nigra*  
(Dark Green)  
*Cedrus Deodara*  
*Juniper, Andorra*  
*Juniperus Excelsa Stricta*  
*Juniperus Glauca Hetzi*  
*Juniperus Glauca Hetzi*  
(staked and sheared)  
*Juniperus Fastigiata*  
*Juniperus Hibernica*  
(Irish)  
*Juniperus Pfitzeriana*  
*Juniperus Pfitzeriana Compacta*  
*Juniper Pfitzeriana Aurea*  
*Juniperus Sabina*  
*Juniperus Sabina Vonehron*  
*Juniperus Sabina Vonehron*  
(staked and sheared)  
*Juniperus Scopulorum*  
*Juniperus Sylvestris*  
(Chinensis Femina)  
*Juniperus Virginiana Burki*  
*Juniperus Virginiana Caneerti*  
*Juniperus Virginiana Dundee*  
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*Pinus Mughus*  
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(Austrian Pine)  
*Pinus Sylvestris*  
(Scotch Pine)

## CANNED STOCK

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*Ilex Convexa*  
*Ilex Rotundifolia*  
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**Azalea**  
**CURTIS NURSERIES**  
CALICOON, N. Y.

**LANDSCAPING SIZES**  
Colorado Blue Spruce, excellent shape, many good shiners, 2 1/4 to 7 ft., B&B, \$2.00 per ft. Pyramidal Arbutus, sheared and compact, 3 1/2 to 7 ft., B&B, \$6.00 per ft.  
Azalea Mollis (Red Flame), 9 to 24 ins. Also Pfizers, Yews, Hemlocks.  
Stock via purchaser's truck.  
**SYLVANIA NURSERY & PEAT CO.**  
State Rt. 351 NEW GALILEE, PA.

**HOLLIES**  
**Special Announcement**  
Wilmat Holly Co. is prepared to propagate, on contract for spring delivery, nearly all varieties of red-berried evergreen hollies.  
Firm orders accompanied by cash will be booked at new low prices. Full replacement guarantee will be given bona fide nurserymen and florists. Write for list of available stock.  
**WILMAT HOLLY CO.**  
Box 304, NARBERTH, PA.

**DEL-MAR-VA NURSERIES**  
Growers of Quality  
Taxus, Ilex and other Ornamentals.  
Ask for list.  
**DEL-MAR-VA NURSERIES**  
LINCOLN, DEL.  
Phone: Milford, Delaware 4445

## RESTRICTIONS LIFTED BY POST OFFICE DEPARTMENT

Current improvements being made in the Post Office Department were discussed at the first annual conference of the Parcel Post Association, held October 12 at the Statler hotel, Boston, Mass. James T. Nelson, executive director of the bureau of post office operations, United States Post Office Department, Washington, D. C., pointed out as an important part of the department's program, the revision of restrictive regulations and procedures in an effort to assist mailers to deliver their products more easily and conveniently by mail. Some lifted restrictive provisions which might be of interest to nurserymen are as follows:

1. Special treatment has been authorized for certain perishable shipments susceptible to damage and spoiling.

2. Regulations on packaging specifications for parcel post have been revised in order that mailers may use newly developed closure and cushioning materials.

3. The much complained of requirement that senders' authorization to open parcels for postal inspection be printed on the wrapper or label of sealed parcels has been eliminated. Such endorsements may now be handwritten, handstamped or applied by other means.

4. The procedure for providing notices of undeliverable third and fourth-class matter, when requested by the sender, has been revised, and, when delivery cannot be effected, the pieces, in lieu of a card notice, are now promptly returned to the sender endorsed to show the new address or reason for nondelivery, thereby expediting receipt of such information and permitting immediate correction of mailing lists.

5. Instructions have been issued to postmasters emphasizing the necessity for offering each C. O. D. parcel to the addressee regardless of previous experience and directing that when response is not received to a first notice of arrival, a second one shall be sent. An approved card form has been provided for such notices. The action should reduce the number of undeliverable C. O. D. parcels returned to senders and relieve mailers of the consequent loss of their investment in the shipment.

6. Metered mail regulations have been revised and simplified, and mailers are no longer required to submit statements of register readings to the post office each day. Identification labels are no longer required on metered mail and metered letters may be deposited at any street or office building depository within the postal district in which the meter is registered. Issuance of some additional helpful regulations has been contemplated.

7. The processing of claims for refunds of postage has been expedited by decentralization from the department to local post offices.

8. Authority has been extended to postmasters to issue various types of mailing permits without obtaining approval of the department.

9. The regulations have been changed to authorize onward dispatch and collection of postage due on delivery of air-mail matter bearing prepayment of at least 50 per cent of the postage charge-

# SHADE'S Central Pennsylvania Grown ROSES

2 years old, field-grown plants

## Fall, 1954 — WHOLESALE PRICE LIST — Spring, 1955

Place Your Order Now for Fall or Spring Delivery

### PRICES ON ALL STANDARD ROSES

No. 1...50c EACH No. 1½...40c EACH

#### TWO-TONE

**COUNTESS VANDAL**, Pink, copper, gold and salmon.  
**TEXAS CENTENNIAL**, Vermillion-red and gold.

#### RED

**CRIMSON GLORY**, Deep velvety and crimson.  
**AMI QUINARD**, Velvety crimson-maroon.  
**POINSETTIA**, Bright scarlet.  
**MCGREGGY'S SCARLET**, Scarlet-red.

#### YELLOW

**ECLIPSE**, Longbud and rich gold.  
**SOEUR THERESE**, Double and rich yellow.

#### PINK

**MME. COCHET-COCHET**, Coppery-pink and reflected gold.  
**BETTY UPRICHARD**, Salmon-pink.  
**EDITOR MCFARLAND**, Brilliant pink.

#### WHITE

**K. A. VICTORIA**, Snowy-white and double.

#### FLORIBUNDA

**FOULSEN BEDDER**, Clear, rich pink.  
**RED RIPPLES**, Carmine-red.

#### CLIMBING ROSES

**BLAZE**, Bright red.  
**DOUBLOONS**, Clear golden-yellow.  
**CITY OF YORK**, Creamy-white.

### BROWNELL SUB-ZERO HYBRID TEA

A new race from hardies species, Wichuriana hybrids, that can bloom all summer along with the more tender hybrid teas. The originator reports flowers of equal merit in size, form, fragrance and color and plants many times longer lived even after sub-zero winters.

	Each	per 10	per 100
<b>CURLEY PINK</b>			
Pat. No. 842—Retail \$1.75 each			
Many large two-tone pink blooms.			
No. 1	1.00	\$0.90	\$0.85
No. 1½	.80	.72	.68
<b>PINK PRINCESS</b>			
Pat. No. 459—Retail \$1.75 each			
Bud red, flowers deep pink.			
No. 1	1.00	.90	.85
No. 1½	.80	.72	.68
<b>ORANGE RUFFLES</b>			
Pat. No. 1124—Retail \$1.75 each			
Ruffled orange to saffron-yellow.			
No. 1	1.00	.90	.85
No. 1½	.80	.72	.68
<b>RED DUCHESSE</b>			
Pat. No. 846—Retail \$1.75 each			
Hardy, rose-red flowers, fragrant.			
No. 1	1.00	.90	.85
No. 1½	.80	.72	.68

Terms and Conditions of Sale: Cash with order; packing at cost. Please order in multiples of 10 plants only.

### PATENTED ROSES

We offer these roses under license from patent owner. It is understood and agreed that they are for sale at retail only, at or above prices specified, 10 to 20 of one variety at 10 rate; 20 to 250 of one variety at 100 rate; 250 and up of one variety at 1000 rate. Prices are net.

	Each	per 10	per 100
<b>BLANCHE MALLERIN</b>			
Pat. No. 594—Retail \$2.00 each			
Pure white, fragrant.			
No. 1	1.25	\$1.10	\$1.00
No. 1½	.88	.80	
<b>DE DEBAT</b>			
Pat. No. 961—Retail \$2.00 each			
Medium pink.			
No. 1	1.25	1.10	1.00
No. 1½	.88	.80	
<b>GOLDEN ANNIVERSARY</b>			
Pat. No. 806—Retail \$1.75 each			
Old gold color, flushed apricot.			
No. 1	1.15	1.00	.87½
No. 1½	.80	.70	
<b>GOOD NEWS</b>			
Pat. No. 426—Retail \$1.75 each			
Deep copper-pink to shell-pink.			
No. 1	1.15	1.00	.87½
No. 1½	.80	.70	
<b>PEACE</b>			
Pat. No. 591—Retail \$2.50 each			
Golden-yellow etched with pink.			
No. 1	1.60	1.40	1.25
No. 1½	1.12	1.00	
<b>PENNSYLVANIA</b>			
Pat. 936—Retail \$2.00 each			
Soft apricot—orange—pink.			
No. 1	1.25	1.10	1.00
No. 1½	.88	.80	
<b>SUZON LOTTE</b>			
Pat. No. 934—Retail \$2.50 each			
Pearly-pink and white.			
No. 1	1.60	1.40	1.25
No. 1½	1.12	1.00	
<b>COCORICO—Floribunda</b>			
Pat. No. 1193—Retail \$2.00 each			
Flashing scarlet.			
No. 1	1.25	1.10	1.00
No. 1½	.88	.80	
<b>IRENE OF DENMARK—Floribunda</b>			
Pat. No. 889—Retail \$2.00 each			
White.			
No. 1	1.25	1.10	1.00
No. 1½	.88	.80	
<b>MRS. INGE FOULSEN—Floribunda</b>			
Pat. No. 1050—Retail \$1.50 each			
Pale amber and pink.			
No. 1	1.00	.90	.75
No. 1½	.72	.60	

### WRAPPED ROSES

15c each above cost of individual rose. Attractively packed in distinctive yellow, red and blue waterproof bags, tops paraffine waxed. Beautiful full-color picture label and planting suggestions appear on each bag.

### EVERGREENS

Landscape Material  
Twice Transplanted—Regularly Sheared  
No Boxing or Shipping  
Terms: Cash, B&B at the Nursery

	Each
1500 <b>Juniperus Excelsa Stricta</b>	
15 to 18 ins.	\$1.50
4000 <b>Juniperus Glauca Hetzi</b>	
15 to 18 ins.	2.25
400 <b>Retinospora Plumosa Aurea</b>	
18 to 24 ins.	2.75
350 <b>Retinospora Squarrosa Veltchi</b>	
18 to 24 ins.	2.50
600 <b>Taxus Cuspidata</b>	
18 to 20 ins.	3.50
700 <b>Taxus Cusp. Intermedia</b>	
15 to 18 ins.	3.50
1800 <b>Taxus Media Hatfieldi</b>	
24 to 30 ins.	4.00
1200 <b>Taxus Media Hicksi</b>	
18 to 24 ins.	3.50
650 <b>Thuja Occidentalis Elegantissima</b>	
24 to 30 ins.	2.50
700 <b>Thuja Occidentalis Globosa</b>	
15 to 18 ins.	2.75
500 <b>Thuja Occidentalis Pyramidalis</b>	
24 to 30 ins.	3.00

### YOUNG SALABLE EVERGREENS

Grown three years in 15-inch rows planted 15 inches apart, under irrigation. Splendid young salable evergreens for the cash-and-carry trade of garden shops, roadside markets and nurseries.

500 <b>Thuja Occidentalis Pyramidalis</b>	
24 to 30 ins.	1.50
1500 <b>Thuja Occidentalis Pyramidalis</b>	
30 to 36 ins.	2.50
2500 <b>Juniperus Chinensis Pfitzeriana</b>	
12 to 15 ins.	1.25
1500 <b>Juniperus Excelsa Stricta</b>	
12 to 15 ins.	1.25
3000 <b>Juniperus Glauca Hetzi</b>	
12 to 15 ins.	1.25
6000 <b>Taxus Cuspidata</b>	
8 to 10 ins.	1.25
5000 <b>Taxus Cusp. Intermedia</b>	
8 to 10 ins.	1.25
4000 <b>Taxus Media Hicksi</b>	
10 to 12 ins.	1.00
2500 <b>Thuja Occidentalis Elegantissima</b>	
18 to 20 ins.	1.50
1500 <b>Thuja Occidentalis Globosa</b>	
10 to 12 ins.	1.00
1500 <b>Thuja Occidentalis Wareana</b>	
18 to 20 ins.	1.50

SHIPPING—We request customers to give definite shipping instructions regarding manner in which they wish goods shipped. In the absence of special instructions we use our best judgment, but without assuming responsibility. All shipments travel at risk and expense of purchaser.

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4907 Orchard St.

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5 Miles East of Harrisburg on U. S. Route 22

Member Pennsylvania Nurserymen's Association — American Rose Society

able. This permits greatly improved service by permitting the dispatch of important air shipments in instances where postage has been incorrectly affixed by the mailer.

10. Continuous studies are being conducted through the use of impact recording machines to determine points where improvements can be made in the handling of parcels. Analysis of the recordings on these devices also enables postal officials to spot points where delays may be occurring and thus to take corrective action.

RUTH GOINS NURSERY is a new firm at Carbondale, Ill.

### LINING-OUT STOCK

#### IN WIDE ASSORTMENT

Hardy Azaleas, Pink Dogwood, Jap. Red Maples, Old English Boxwood, Lilacs (French Hyb.), Evergreens, etc., in 1, 2 and 3-yr. transplants, at competitive prices. Write for list.

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DEERFIELD STREET P. O., N. J.


### FOR 52 YEARS

Our business has been growing

Rhododendrons  
Azaleas  
Perennials, Roses  
All Nursery Items

### BOBBINK NURSERIES, INC.

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**CARLOADS  
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America's Fastest Growing Shippers

Write For  
Complete  
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*Nova Scotia  
Balsam Fir  
Christmas  
Trees*

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Please refer to our ad  
in the July 15 issue  
for choice liners.

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Splendid Stock  
Write for Special Quotations  
LESTER C. LOVETT  
MILFORD DELAWARE

**READY NOW**

	Per 100	Per 1000
<i>Berberis thunbergii atropurpurea.</i>		
S., 2-yr., 9 to 12 ins....	\$ 8.00	\$ 60.00
S., 2-yr., 12 to 15 ins....	12.50	100.00
T., 2-yr., 9 to 12 ins....	10.00	75.00
T., 2-yr., 12 to 15 ins....	15.00	125.00
T., 2-yr., 15 to 18 ins....	25.00	200.00

<i>Cornus florida.</i>		
S., 1-yr., grafting size....	7.50	50.00
S., 1-yr., below grafting.	5.00	40.00

<i>Ampelopsis veitchii (Boston Ivy)</i>		
S., 1-yr., No. 1.....	7.50	60.00
S., 1-yr., No. 2.....	5.00	35.00

<i>California Privet</i>		
1-yr., R.C. ....	5.00	45.00
2-yr., R.C. ....	7.50	60.00

Free packing for cash with order.

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Box 25 NEW LONDON, CONN.

**Trees, Evergreens, Shrubs  
Fruit Trees**

Write for Our Wholesale Trade List  
**W. - T. Smith Corporation.**  
Telephone 2689 GENEVA, N. Y.

*Coming Events*

**MEETING CALENDAR**

November 6 to 8, Florida Nurserymen and Growers Association, trade meet, Fort Harrison hotel, Clearwater, Fla. (See September 15 issue.)

November 11 and 12, Holly Society of America, fall meeting, Millville, N. J. (See October 15 issue.)

December 1 to 3, Wisconsin Nurserymen's Association, short course and convention, Hotel Schroeder, Milwaukee, Wis.

December 6 and 7, Minnesota State Nurserymen's Association, Lowry hotel, St. Paul, Minn. (See October 15 issue.)

December 9, Western Pennsylvania Nurserymen's Association, Webster Hall hotel, Pittsburgh, Pa.

December 9 and 10, short course, Arizona department of horticulture in cooperation with the Arizona Association of Nurserymen, San Marcos hotel, Chandler, Ariz.

January 3 and 4, Texas Association of Nurserymen, midwinter trade mart, Driskill hotel, Austin, Tex.

January 4, Connecticut Nurserymen's Association, Waverly Inn, Cheshire, Conn.

January 4 and 5, Western Association of Nurserymen, Hotel Muchlebach, Kansas City, Mo.

January 4 to 6, convention of eastern nurserymen, Hotel Roosevelt, New York, N. Y.

January 6 and 7, Michigan landscape gardeners' conference, Kellogg center, Michigan State College, East Lansing, Mich.

January 7 to 9, Dade County Nurserymen's Association, plant show, Dinner Key auditorium, Miami, Fla. (See October 15 issue.)

January 9, All-America Rose Selections, Hotel La Salle, Chicago, Ill.

January 10 to 12, Illinois State Nurserymen's Association, Hotel La Salle, Chicago, Ill. (See October 15 issue.)

January 11, National Mail Order Nurserymen's Association, Hotel La Salle, Chicago, Ill.

January 16 to 18, Indiana Association of Nurserymen, Purdue University, Lafayette, Ind.

January 17 and 18, Washington State Nurserymen's Association and chapter 28 of the American Association of Nurserymen, Winthrop hotel, Tacoma, Wash.

January 17 to 19, short course for arborists, landscape gardeners and nurserymen, sponsored by the department of horticulture, Ohio State University, Neil House, Columbus, O.

January 19 and 20, Oklahoma State Nurserymen's Association, Biltmore hotel, Oklahoma City, Okla.

January 19 to 21, Ohio Nurserymen's Association, Neil House, Columbus, O.

January 20 and 21, Canadian Association of Nurserymen, Sheraton Brock hotel, Niagara Falls, Ont., Canada.

January 23 to 25, Southern Nurserymen's Association, winter trade meeting, Roosevelt hotel, Jacksonville, Fla.

January 24 to 26, Kentucky State Nurserymen's Association, Brown hotel, Louisville, Ky.

January 30 to February 1, Tennessee Nurserymen's Association, golden anniversary convention, Hotel Andrew Jackson, Nashville, Tenn.

January 30 to February 1, Virginia Nurserymen's Association, John Marshall hotel, Richmond, Va.

February 1 to 3, New England Nurserymen's Association, Hotel Kenmore, Boston, Mass.

February 9 and 10, Pennsylvania Nurserymen's Association, Yorktowne hotel, York, Pa.

February 20 to 22, Georgia State Florists' and Nurserymen's Association, Bon Air hotel, Augusta, Ga.

### OHIOANS PLAN MEETING AND SHORT COURSE

A short course for arborists, landscape gardeners and nurserymen will be held January 17 to 19, sponsored by the department of horticulture, Ohio State University, at the Neil House, Columbus, O. The last day of the short course, January 19, will be jointly sponsored by the Ohio Nurserymen's Association, which will hold its winter meeting January 19 to 21, also at the Neil House.

Discussions of chemical weed control and soil maintenance, addresses on advertising and arboretums, committee reports and general business will command attention during the week-long sessions.

### ARIZONA SHORT COURSE

The fourth annual nurserymen's short course of the Arizona department of horticulture in cooperation with the Arizona Association of Nurserymen will be held December 9 and 10 at the San Marcos hotel, Chandler, Ariz. The program will include such topics as salesmanship and television in nursery promotion, foliar application of nitrogen in feeding programs and irrigation and water relations.

### SOUTHERNERS TO MEET

A winter trade meeting of the Southern Nurserymen's Association has been scheduled for January 23 to 25 at the Roosevelt hotel, Jacksonville, Fla., according to Arthur N. Watson, president of the association. It was voted at the past sum-



## McGILL'S SHADE AND FLOWERING TREES



	Each 100 to 250	Each 250 to 1000	Each 1000 to 2500
<b>Norway Maple</b>			
10 ft. and up, whips	\$1.00	\$0.95	...
9 to 10 ft., whips	.90	.88	...
8 to 9 ft., whips	.85	.83	...
7 to 8 ft., whips	.75	.73	\$0.70
4 to 5 ft., whips	.45	.43	.40
3 to 4 ft., whips	.35	.33	.30

You will be more than pleased with the quality of these Norway Maple whips. The caliper is extra heavy, and they have an excellent fibrous root system.

	Each per 10	Each per 100
<b>Ginkgo Biloba</b>		
5 to 6 ft., whips	\$1.20	\$1.10
4 to 5 ft., whips	1.10	1.00
3 to 4 ft., whips	1.00	.90

<b>Red Oak</b>		
6 to 8 ft., br.	2.25	2.00
5 to 6 ft., br.	2.00	1.75
6 to 7 ft., whips	1.35	1.25
5 to 6 ft., whips	1.10	1.00
4 to 5 ft., whips	.90	.85

<b>Scarlet Oak</b>		
4 to 5 ft., whips	1.20	1.10
3 to 4 ft., whips	.90	.85

<b>Mt. Fuji Flowering Cherry</b>		
6 to 7 ft., br.	2.10	1.85
5 to 6 ft., br.	1.75	1.60
4 to 5 ft., br.	1.50	1.35

<b>Bechtel Flowering Crab Apple</b>		
5 to 6 ft., br.	1.55	1.40
4 to 5 ft., br.	1.20	1.10

<b>Blireiana Flowering Plum</b>		
6 to 7 ft., br.	1.20	1.10
5 to 6 ft., br.	.90	.85
4 to 5 ft., br.	.75	.70

<b>Thundercloud Flowering Plum</b>		
6 to 7 ft., br.	1.20	1.10
5 to 6 ft., br.	.90	.85
4 to 5 ft., br.	.75	.70

These high-quality trees have been carefully grown and will be liberally graded. They are offered subject to prior sale F.O.B. Fairview, Oregon.

Terms — Usual

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**FAIRVIEW, ORE.**

## MEEHAN SPECIALTIES DRESHER-GROWN

	Per 100
Hydrangea P.G., 1-yr., layer.....	\$ 8.50
Pin Oak, 2-yr., S.....	15.50
Red Oak, 2-yr., S.....	11.50
Scarlet Oak, 2-yr., S.....	16.50
White-flowering Dogwood, 1-yr., S., 10 to 15 ins....	7.50
Paper Birch, 2 to 3 ft., T....	25.00
Euonymus alatus, 8 to 12 ins., T.....	22.50
Red Maple, 1 1/2 to 2 ft., T.	20.00
Silver Maple, 4 to 5 ft., T..	48.00
Sugar Maple, 1 1/2 to 2 ft., T.	20.00
Salix babylonica, 12 to 18 ins.....	6.00
2 to 3 ft.....	9.50
3 to 4 ft.....	12.50
Oriental Plane, 6 to 12 ins.....	8.50
12 to 18 ins.....	10.50
California Privet, 2-yr., 12 to 18 ins.....	8.00
18 to 24 ins.....	11.00
2 to 3 ft.....	15.00
3 to 4 ft.....	20.00
Packing charges extra.	

GOODRICH BUDDING STRIPS  
RAFFIA

THOMAS B. MEEHAN CO., INC.  
DRESHER, PA.

## QUALITY LINERS

	Per 100
Viburnum Carlesi, 4 to 8 ins., S.....	\$17.50
Canadian Hemlock, 4 to 8 ins., transplants.....	17.50
Colorado Blue Spruce, 5 to 10 ins., transplants.....	20.00
Pink-flowering Dogwood, 6 to 10 ins., 1-yr. grafts.....	65.00
10 to 15 ins., 1-yr. grafts.....	75.00

Send for new Fall List.

POSSUM HOLLOW NURSERIES

6327 Magnolia St.  
PHILADELPHIA 44, PA.

## EVERGREENS SEEDLINGS AND TRANSPLANTS

Free Price List and Planting Guide.

FLICKINGER'S NURSERY  
Box 6 Sagamore, Pa.

mer convention that this meeting be held annually at Jacksonville, and, if the date should conflict with local meetings, it may be shifted to suit the membership.

The purpose of the winter meeting is to bring the buyers and sellers of nursery stock together at a time when their needs and supplies, respectively, are known. Nursery supplies and allied materials will be exhibited at the meeting, and exhibitors are urged to make reservations as soon as possible, as the display spaces will be limited.

## WISCONSIN MEETING

The 38th annual convention of the Wisconsin Nurserymen's Association will be held December 1 to 3 at the Hotel Schroeder, Milwaukee, Wis., with a short course on the first day.

## WESTERN ASSOCIATION

The Western Association of Nurserymen will hold its annual meeting January 4 and 5 at the Hotel Muehlebach, Kansas City, Mo.

## EASTERNERS' CONVENTION

The 1955 convention of eastern nurserymen will be held January 4 to 6, at the Hotel Roosevelt, New York, N. Y.

## LANDSCAPE CONFERENCE

The Michigan landscape gardeners' conference will be held January 6 and 7 at the Kellogg center, on the campus at Michigan State College, East Lansing, Mich. Planning is being handled by Ernest Durrant, of the Durrant Nurseries, Grand Rapids, Mich.

## ALL-AMERICA ROSE MEET

All-America Rose Selections will meet at the Hotel La Salle, Chicago, January 9. This event will occur just prior to the meeting of the Illinois State Nurserymen's Association at the same hotel.

## MAIL-ORDER MEETING

The winter meeting of the National Mail Order Nurserymen's Association will be held January 11, from 9 a. m. to 11 a.m., in the Press Gallery of the Hotel La Salle, at Chicago, Ill.

## TENNESSEE ASSOCIATION TO HOLD 50th CONVENTION

The Tennessee Nurserymen's Association will hold its golden anni-

# BIG

We have one of the largest available supplies of big specimen material, including:

## TAXUS CUSPIDATA

- TSUGA CANADENSIS
- GINKGO BILOBA
- ILEX BUXIFOLIA
- AZALEA
- ILEX OPACA
- TAXUS FASTIGIATA
- TAXUS REPANDENS
- HYBRID RHODODENDRON

For 36 years  
one of America's  
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NURSERIES  
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## QUALITY MERCHANDISE AT REASONABLE PRICES

## VANDERBROOK NURSERIES

MANCHESTER, CONN.

Wholesale Nurserymen Since 1922

## WILT-PRUF SAVES PLANTS!



Order today—  
instructions  
included!

52 gals., \$5.50 gal.  
5 gals., \$6.15 gal.  
1 gal., \$6.60  
F.O.B. nearest  
shipping point.

NURSERY SPECIALTY  
PRODUCTS, INC.  
CROTON FALLS, N. Y.

## ILEX CRENATA

2-yr., S., 4 to 6 ins..... Per 1000 \$50.00  
Send for List.

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## NORTHERN COLLECTED EVERGREENS FERNS

PLANTS

SHRUBS

WILLIAM CROSBY HORSFORD  
CHARLOTTE, VT.

versary convention January 30 to February 1 at the Hotel Andrew Jackson, Nashville, Tenn. It is expected that some 300 out-of-state nurserymen will attend the convention.

#### WASHINGTON GROUPS MEET

The winter meeting of the Washington State Nurserymen's Association and chapter 28 of the American Association of Nurserymen will be held January 17 and 18 at the Winthrop hotel, Tacoma, Wash.

#### OKLAHOMA CONVENTION

The Oklahoma State Nurserymen's Association will hold its winter meeting January 19 and 20 at the Biltmore hotel, Oklahoma City, Okla.

#### CANADIAN MEET PLANNED

The 32nd annual convention of the Canadian Association of Nurserymen will take place January 20 and 21, at the Sheraton Brock hotel, Niagara Falls, Ont., Canada.

#### KENTUCKIANS TO MEET

The Kentucky State Nurserymen's Association will hold its winter meeting January 24 to 26 at the Brown hotel, Louisville, Ky.

#### NEW ENGLAND MEET

The winter meeting of the New England Nurserymen's Association will be held February 1 to 3, at the Hotel Kenmore, Boston, Mass.

#### PENNSYLVANIA ASSOCIATION

The Pennsylvania Nurserymen's Association will hold its winter meeting February 9 and 10, at the Yorktowne hotel, York, Pa.

#### GEORGIA GROUP TO MEET

The Georgia State Florists' and Nurserymen's Association has set its 1955 convention date for February 20 to 22, at the Bon Air hotel, Augusta, Ga.

#### JOINT MEET PLANNED

The annual meeting of the American Pomological Society will be held jointly with the Illinois State Horticultural Society November 29 to December 1, at the Abraham Lincoln hotel, Springfield, Ill.

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You'll know just what fertilizer plants have taken out of the soil—how much and what kinds to apply to make every crop do its best. You'll know how to side-dress rows to make up for slow growth from bad weather. Your plants will be more disease-resistant, hardier—they'll stand severe cold without winterkill.

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2 to 2 1/2 ft., slender	2.50
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2 1/2 to 3 ft., slender	2.75
2 1/2 to 3 ft., regular	3.50
3 to 3 1/2 ft., slender	3.50
3 to 3 1/2 ft., regular	4.00
3 1/2 to 4 ft., slender	4.75
3 1/2 to 4 ft., regular	6.00
4 to 4 1/2 ft., slender	6.75
4 to 4 1/2 ft., regular	8.00

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### ORNAMENTAL NURSERY STOCK

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### COVER ILLUSTRATION

### Pinus Sylvestris Fastigiata

Readers of the American Nurseryman are familiar with the Scotch pine, *Pinus sylvestris*, but probably many are not aware of the clone, *Pinus sylvestris fastigiata*, the pyramidal Scotch pine. This clone is strictly upright in its growth habit, becoming narrowly pyramidal with a central body and ascending branches.

The Scotch pine, native from Europe into Siberia, has long been cultivated in this country. It is a medium-size tree, 50 to 60 feet, occasionally larger, with an irregular, spreading head. The plant becomes more wide-spreading and irregular with age. The reddish or yellowish brown bark on the upper trunk and older branches is one of the outstanding characteristics of this species.

The Scotch pine has two needles in a cluster; they are bluish green, twisted and vary in length from 1 1/4 to 2 3/4 inches long, occasionally longer on vigorously growing specimens.

The pyramidal Scotch pine does not differ greatly from the species with respect to bark characteristics and foliage, but its habit of growth is totally different, as can be seen by the cover illustration. The plant pictured is one of the original specimens in North America and is located in the Durand-Eastman park, at Rochester, N. Y. The writer has seen this specimen many times and has been impressed by its growth habit and its possibilities.

As is true with the species, this clone appears to be perfectly hardy, makes a fairly rapid growth for this type of tree, and is undoubtedly widely adaptable to soil and climatic conditions. Propagation is by grafting.

The pyramidal Scotch pine could be used much more extensively than it has been in the past and nurserymen should carry on a more extensive propagation of it. It can be used as a screen; in foundation plantings, especially with large buildings, and as accent points in group plantings. It should prove more satisfactory than many of the upright arbovitae and junipers. L. C. C.

### NEW HAMPSHIRE DISPLAY

The New Hampshire Plant Growers' Association sponsored a special exhibit at the Eastern States Exposition, held at Springfield, Mass., late in September. The association had the cooperation of the New Hamp-

# Fall, 1954—LINING-OUT STOCK—Spring, 1955

All stock grown in open field beds.

	Each per 100	Each per 1000		Each per 100	Each per 1000		Each per 100	Each per 1000
<b>Azalea Ghent (pontica).</b>	100	1000	<b>Juniperus com. hib. fastigiata</b>	100	1000	<b>Taxus cuspidata (Spreading Yew).</b>	100	1000
3 to 5 ins., 3-yr., T.....	\$0.28	\$0.25	(Compact Irish Juniper).			6 to 8 ins., 1-yr., T.....	\$0.25	\$0.22
5 to 8 ins., 3-yr., T.....	.35	.32	10 to 12 ins., 2-yr., T.....	\$0.42	\$0.40	8 to 10 ins., 2-yr., T.....	.35	.32
8 to 10 ins., 4-yr., T.....	.55	.50	12 to 15 ins., 3-yr., T.....	.48	.45	10 to 12 ins., 3-yr., T.....	.45	.40
<b>Azalea mollis (Chinese Azalea).</b>			15 to 18 ins., 3-yr., T.....	.55	.50	<b>Taxus media hicksi</b>		
6 to 8 ins., 2-yr., T.....	.25	.22	<b>Juniperus glauca hetzi</b>			6 to 8 ins., 1-yr., T.....	.28	.26
8 to 10 ins., 3-yr., T.....	.45	.42	8 to 10 ins., 2-yr., T.....	.35	.32	8 to 10 ins., 3-yr., T.....	.38	.36
10 to 12 ins., 4-yr., T.....	.65	.60	12 to 15 ins., 3-yr., T.....	.45	.42	10 to 12 ins., 3-yr., T.....	.45	.40
12 to 15 ins., 4-yr., T.....	1.35	1.30	15 to 18 ins., 4-yr., T.....	.70	.65	<b>Thuja occidentalis</b>		
<b>Azalea schlippenbachii.</b>			<b>Juniperus pfitzeriana aurea</b>			12 to 15 ins., 3-yr., T.....	.38	.35
2-yr., field bed, T.....	.28	.25	6 to 8 ins., 1-yr., T.....	.30	.28	15 to 18 ins., 4-yr., T.....	.45	.43
<b>Buxus sempervirens welleri</b>			<b>Juniperus pfitzeriana compacta</b>			18 to 24 ins., 6-yr., T.....	.55	.50
4 to 6 ins., 2-yr., T.....	.28	.25	(Nelson variety). Compact-			<b>Thuja occ. douglasii aurea</b>		
6 to 8 ins., 2-yr., T.....	.35	.32	ly growing, gray-blue.			6 to 8 ins., 2-yr., T.....	.35	.32
8 to 10 ins., 3-yr., T.....	.45	.40	3 to 5 ins., 1-yr., T.....	.25	.22	8 to 10 ins., 3-yr., T.....	.45	.42
<b>Chamaecyparis plumosa aurea</b>			6 to 8 ins., 1-yr., T.....	.35	.32	<b>Thuja occ. elegantissima lutea</b>		
6 to 8 ins., 2-yr., T.....	.35	.32	8 to 10 ins., 2-yr., T.....	.45	.40	6 to 8 ins., 2-yr., T.....	.35	.32
8 to 10 ins., 3-yr., T.....	.45	.40	<b>Juniperus squamata meyeri</b>			8 to 10 ins., 3-yr., T.....	.40	.38
<b>Euonymus fortunei carrierei.</b>			5 to 8 ins., 2-yr., T.....	.35	.32	10 to 12 ins., 3-yr., T.....	.45	.42
6 to 8 ins., 1-yr., T.....	.22	.20	8 to 10 ins., 2-yr., T.....	.45	.40	<b>Thuja occ. globosa</b>		
8 to 10 ins., 2-yr., T.....	.30	.28	<b>Juniperus stricta</b>			8 to 10 ins., 2-yr., T.....	.35	.32
10 to 15 ins., 3-yr., T.....	.35	.32	6 to 8 ins., 1-yr., T.....	.35	.32	12 to 15 ins., 3-yr., T.....	.45	.40
<b>Euonymus fortunei erectus</b>			<b>Koeleria paniculata</b>			<b>Thuja occ. pyramidalis</b>		
10 to 12 ins., 2-yr., T.....	.28	.25	8 to 12 ins., 3-yr., T.....	.18	.16	12 to 15 ins., 3-yr., T.....	.55	.50
12 to 15 ins., 3-yr., T.....	.35	.32	12 to 18 ins., 3-yr., T.....	.22	.20	<b>Tsuga canadensis (Hemlock).</b>		
15 to 18 ins., 4-yr., T.....	.45	.40	15 to 24 ins., 3-yr., T.....	.30	.28	8 to 10 ins., 4-yr., T.....	.35	.32
<b>Euonymus radicans coloratus.</b>			<b>Larix europaea (European Larch)</b>			10 to 12 ins., 4-yr., T.....	.45	.40
8 to 10 ins., 2-yr., T.....	.22	.20	10 to 15 ins., 3-yr., T.....	.18	.15	<b>Viburnum opulus nana</b>		
10 to 15 ins., 2-yr., T.....	.28	.26	18 to 24 ins., 4-yr., T.....	.25	.20	1-yr., field bed, T.....	.18	.16
<b>Euonymus radicans vegetus</b>			<b>Leucothoe catesbaei</b>			3-yr., field bed, T.....	.35	.30
8 to 10 ins., 2-yr., T.....	.25	.23	6 to 8 ins., 2-yr., T.....	.28	.25			
10 to 12 ins., 3-yr., T.....	.35	.32	8 to 10 ins., 3-yr., T.....	.35	.32			
<b>Ilex crenata (Japanese Holly).</b>			10 to 12 ins., 3-yr., T.....	.45	.40			
6 to 8 ins., 1-yr., T.....	.25	.23	<b>Mahonia aquifolium (Oregon</b>					
8 to 10 ins., 2-yr., T.....	.35	.32	Holly-grape).					
10 to 12 ins., 3-yr., T.....	.55	.50	3 to 5 ins., 2-yr., T.....	.18	.16			
<b>Ilex crenata convexa (bullata)</b>			5 to 8 ins., 3-yr., T.....	.25	.22			
6 to 8 ins., 1-yr., T.....	.25	.23	8 to 10 ins., 3-yr., T.....	.30	.28			
8 to 10 ins., 2-yr., T.....	.45	.40	<b>Picea excelsa (Norway Spruce).</b>					
10 to 12 ins., 3-yr., T.....	.70	.65	10 to 12 ins., 4-yr., T.....	.20	.18			
<b>Ilex crenata helleri</b>			12 to 15 ins., 4-yr., T.....	.25	.22			
1-yr., field bed, T.....	.18	.16	<b>Picea pungens glauca</b>					
<b>Ilex rotundifolia (Roundleaf</b>			4 to 6 ins., 3-yr., T.....	.20	.18			
Japanese Holly).			6 to 8 ins., 4-yr., T.....	.28	.26			
8 to 10 ins., 1-yr., T.....	.30	.28	<b>Pieris floribunda</b>					
8 to 10 ins., 2-yr., T.....	.45	.40	6 to 8 ins., 3-yr., T.....	.35	.32			
10 to 18 ins., 3-yr., T.....	.75	.70	<b>Pieris japonica</b>					
<b>Juniper, Andorra (Purple</b>			6 to 8 ins., 3-yr., T.....	.32	.30			
Andorra Juniper).			8 to 10 ins., 3-yr., T.....	.45	.42			
6 to 8 ins., 1-yr., T.....	.28	.25	10 to 12 ins., 4-yr., T.....	.65	.60			
8 to 10 ins., 2-yr., T.....	.35	.32	<b>Pinus mugo (Dwarf Mugo Pine).</b>					
10 to 12 ins., 3-yr., T.....	.45	.42	4 to 6 ins., 3-yr., T.....	.18	.16			
<b>Juniperus communis hibernica</b>			6 to 8 ins., 4-yr., T.....	.22	.20			
(Irish Juniper).			<b>Pyraeantha coccinea lalandi</b>					
10 to 12 ins., 2-yr., T.....	.40	.38	8 to 12 ins., 3-yr., T.....	.32	.30			
12 to 15 ins., 3-yr., T.....	.45	.42	<b>Rhododendron hybrid.</b>					
15 to 18 ins., 3-yr., T.....	.55	.50	2-yr., T., field bed.....	.35	.32			
			3 to 5 ins., T.....	.45	.40			
			5 to 8 ins., T.....	.55	.50			
			8 to 10 ins., T.....	.85	.80			

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4 to 5 ft.....	3.25
5 to 6 ft.....	3.75
<b>Taxus capitata (Upright Yew).</b>	
3 to 4 ft.....	8.00
4 to 5 ft.....	9.50
<b>Thuja occidentalis</b>	
(American Arborvitae).	
5 to 6 ft.....	3.00
6 to 7 ft.....	3.75
7 to 8 ft.....	4.50
8 to 10 ft.....	5.25

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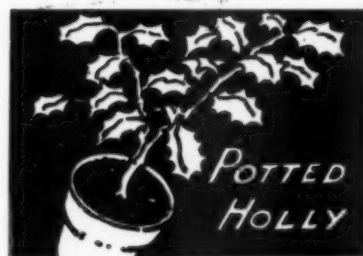
shire department of agriculture and the state planting and development commission in the creation of the exhibit. The association's slogan, "New Hampshire Grown for You," was selected as theme for the exhibit.

The New Hampshire Plant Growers Association map and plant introduction brochure were introduced to the public at the exposition. These two publications, the first of their kind in New Hampshire, are intended to acquaint consumers with the kinds of plant materials available in the state with sources. The names of 28 members of the association appear on the map. The association, which was organized in 1952, has a membership of 154 nurserymen, florists, box-plant growers and seedsmen.

A major portion of the association's display was contained on a platform of 400 square feet, which

had four major divisions. One section was devoted to a nurseryman's exhibit, featuring a landscape border in which 137 plants were used. A box-plant division featured a vegetable garden of 360 plants, including seedling vegetable plants and box plants ready for sale. The third section was devoted to small fruits, and featured living strawberry, raspberry, blueberry and grape plants with an espaliered apple tree in the background. The fourth section was a massive display of vegetables and fruits together with seeds. Between the box-plant garden and the vegetable display was a border of 12 vases displaying fruiting branches of several strains of ornamental woody plants.

The florists' exhibit occupied a cone-shaped structure at the center of the platform. An impressive assortment of flowers was displayed.



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	Per 10	Per 100	Per 1000
12 to 18 ins.....	\$2.50	\$22.50	\$200
18 to 24 ins.....	3.50	32.50	300
2 to 3 ft.....	6.00	55.00	500
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**OBITUARY****Howard Anderson**

Howard Anderson, 48, nursery manager for the Nepco Lake Nursery of the Nekoosa-Edwards Paper Co., Port Edwards, Wis., died unexpectedly on the morning of October 11. He held the position of nursery manager for the past 10 years and has been with the firm since 1929.

Mr. Anderson was active in the Wisconsin Nurserymen's Association, having served as president and vice-president for two terms, and he was serving on the board of directors at the time of his death. Mr. Anderson was also a past president of the Wisconsin chapter of the American Association of Nurserymen.

**Paul Lerner**

Paul Lerner, 45, sales manager for W. B. Clarke & Co., San Jose, Calif., died unexpectedly of a heart attack October 7. He had been with the firm for more than five years, primarily as a salesman, calling on the nursery and greenhouse trade throughout the middle west and eastern United States and, in later years, the nursery trade in California.

Prior to his association with the Clarke company, Mr. Lerner had been employed by the Leonard Coates Nurseries, Inc., San Jose, and, sometime before that, he had been a landscape contractor at San Mateo. He was a lifelong resident of California.

Mr. Lerner is survived by his widow; his parents, who live at Santa Cruz, and a sister.

**Leo Roy Tehon**

Dr. Leo Roy Tehon, 59, botanist at the Illinois Natural History Survey, Urbana, Ill., and active in the fight against elm tree diseases in his community and state, died October 27 at Burnham City hospital, Champaign, Ill.

Dr. Tehon had been with the natural history survey since 1921, first as botanist; since 1935, he had been head of the section of applied botany and plant pathology; from December, 1945, to February, 1947, he was acting chief of the survey.

He was married April 13, 1918, to Mary Viola Bruner, of Mattoon, Ill., who preceded him in death May 5, 1953.

Dr. Tehon had been a member of the executive committee of the National Shade Tree Conference since

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25 Azalea Canescens, 18 to 24 ins.....	\$250.00
50 Beech, Tricolor, 2 to 3 ft..	475.00
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25 Cornus Alba Spaethi, 2 1/2 to 3 ft.....	200.00
100 Dogwood, Pink, 2 to 3 ft..	225.00
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75 Hornbeam, Fastigiata, 3 to 4 ft.....	475.00
100 Ilex Crenata, 15 to 18 ins..	150.00
100 Ilex Crenata Helleri, 10 to 12 ins.....	175.00
20 Linden, Silver, 3 to 4 ft..	300.00
500 Maple, Japanese Red, finest color, 1-yr., S.....	12.00
100 Pieris Japonica, 15 to 18 ins.	200.00
40 Rhododendron Carolinianum, 18 to 24 ins.....	300.00
30 Viburnum Fragrans, 3 to 4 ft.....	350.00
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150 Yews, mixed types, 16 to 24 ins.....	300.00

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SEATTLE 4, WASH.  
Elliot 0934

1944; was elected vice-president of the Midwestern chapter of the National Shade Tree Conference in 1953 and president in 1954. He was also a member of the following societies: Illinois State Nurserymen's Association, American Forestry Association, Mycological Society of America, Botanical Society of America, American Phytopathological Society, Illinois State Academy of Science (secretary 1943-46 and president 1946-47), American Biological Society, Torrey Botanical Club, Ecological Society of America and Nature Conservancy.

Before joining the natural history survey, Dr. Tehon was on the botany staff at the University of Wyoming and the University of Illinois; a teacher of botany in Arsenal Technical high school, Indianapolis, Ind.; an assistant plant pathologist with the United States Department of Agriculture, and was connected with the Mount Arbor Nurseries, Shenandoah, Ia. He had also served as a collaborator with the United States Department of Agriculture plant disease survey since 1921 and for some years conducted a column, "Diseases of Trees," in the American Nurseryman. He authored many other papers on a variety of horticultural subjects.

Surviving are his mother, Mrs.

Bertha Davis, of Sheridan, Wyo.; a son, Dr. Stephen Whittier Tehon, of Syracuse, N. Y.; a daughter, Atha Lee Tehon, of New York city; two sisters, Mrs. Fred Enke, of Tucson, Ariz., and Mrs. Robert L. Burden, of Sheridan, Wyo., and three nephews. There are also four granddaughters, children of Dr. and Mrs. Stephen Tehon.

### Henry L. Merkel

Henry L. Merkel, Sr., 73, owner and operator of the Capital City Nurseries, Des Moines, Ia., died October 2 as a result of lung cancer. Born in Germany, he had been a resident of Des Moines since 1883 and had been in the nursery business since the time he left high school, first being with the Watrous Nursery, then with J. W. Hill Nursery, both at Des Moines. Later, he took over the Watrous Nursery and named it Capital City Nurseries.

Survivors are his widow, Inas, and his son, Henry L., Jr., both of Des Moines; two daughters, Maxine and Mrs. James Sampson; two brothers, and two grandchildren.

DR. H. HAROLD HUME, emeritus provost of agriculture at the University of Florida, has been invited to break ground for the new agriculture building on the university campus.

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**BURR**  
nurseries

### PRIVET

Amur  
California  
Ibolium

If you need any quantity of the 3 varieties listed above, you'll find it well worth your while to try Burr before you buy. There may possibly be lower prices, but no finer Privet anywhere.

**C. R. Burr & Co., Inc.**

Manchester, Connecticut  
or Phone Mitchell 3-4161

Roses  
Shrubs  
Trees  
Evergreens

# Where Is the Market for Horticultural Products?

By Richard P. White

In order that we may have a common starting point to the discussion of where is our market, I think it would be advisable to set forth a few basic premises in regard to what we mean by a "market." With these premises agreed to, we can then begin to search intelligently for the market. We may find it in the most unthought-of places.

In the first place, I think we can all agree that people make markets. Without people to purchase goods and services, which in our instances means flowers, pot plants and nursery stock and attendant services, we should have no market. We do not sell commodities of any kind except to people. So people we must have.

In the second place, these people must have something to exchange for the flowers and plants that we have. It may be money—usually is—but it could be anything of value that we want worse than the flowers or plants we have to dispose of. In other words, the "people" must have "purchasing power" of sufficient magnitude to take away from us those things that we want less than they do.

Finally, of course, these people with purchasing power must have a desire to trade with us—a desire greater than their desire to trade with the Fuller brush man, the automobile salesman and all the rest of the merchandisers with whom we compete.

That is as simple as we can make the ingredients of a market—people with money and with a desire for our flowers, plants and services. Let us take a quick look at these three ingredients in the light of present day information.

People come first. Nobody can deny the fact that people are everywhere, in some places too many, in other places not enough. When we have too many in any one area, we are likely to have low living standards and economic distress. If too few, then we often experience economic prosperity for the few, but in the aggregate not enough people to

create a consistent demand of any magnitude.

A recognition of population shifts is important for any retailer. If people are moving out of his trade territory, he must either concentrate more sales effort in the territory or expand his trade area if he will maintain his relative volume.

But people we have, even though we can never have them economically adjusted at all times to the work load at any particular place—162-plus million of them.

This year we shall add another four million babies—not an immediate, direct influence on our market—but certainly an indirect one at once on the market of the florist and a po-

tential influence on the market of the nurseryman.

Purchasing power comes second. Of the 162-plus million people in the United States, approximately 62¼ million are gainfully employed. Even though take-home pay may not be quite so large as it was in 1953, due to a generally reduced work week and less overtime, it is still better than any other year except 1953 in the history of the country.

As with population shifts, the retailer should keep informed as to the long-term shifts in purchasing power of his market potential and adjust his sales efforts accordingly. Watch dividend payments made by local industry, wage adjustments to workers, stock market trends and all other available financial information that has a day-to-day influence on the choices that consumers constantly make.

That the people have money to spend is evident from the available retail trade statistics. The report of the American Retail Federation to

## LINING-OUT and FINISHED STOCK

Ask for List

## THE COTTAGE GARDENS

Our 31st Year

Nick I. W. Kriek—Harold E. Hicks  
LANSING 15, MICH.

## WE OFFER

Per 1000  
Acer palmatum grafting stems. . . \$ 90.00

Cotoneaster horizontalis, 8 to 12  
ins. . . . . 400.00

Taxus cuspidata capitata,  
2-yr., S. . . . . 90.00

**VAN HOF NURSERIES**  
Bristol Ferry Rd. PORTSMOUTH, R. I.

**Scarff's Nursery**  
FRUITS  
ORNAMENTALS  
LINING-OUT STOCK  
Send for Complete Trade List.  
NEW CARLISLE, O.

## TAXUS and JUNIPERUS

Spreading and Upright

Lining-out and B&B

**BROWN DEER NURSERIES**

P. O. Box 1747

MILWAUKEE, WIS.

## HOLLIES

One of the most complete collections of the better named evergreen hollies in the country.

American Chinese  
English Japanese

Available in 3 to 6-inch pots. Send for Trade List.

## ANGELICA NURSERIES

Growers of fine plants

R. D. I

MOHNTON, PA.

## VICARY PRIVET

Lovely golden-leaved variety. Extremely adaptable for a striking border. Retains full golden color from spring to fall. Beautiful for rose bed borders. Should have full sun.

Greenhouse cuttings . . . . . Per 100 Per 1000  
\$10.00 \$30.00  
**BEARDSLEE NURSERY** PERRY, O.

Address of Richard P. White, executive secretary of the American Association of Nurserymen, at the All-Jersey joint meeting of nurserymen and florists at Asbury Park, N. J., October 12.

the President at Denver on September 14 is particularly encouraging. This federation, representing all types of retail trade—about 600,000 retail outlets—reported that, by the end of 1954, retailers anticipated that a new record of retail sales volume would be established, making 1953, the previous all-time high, the second best year.

What does this mean? It means first, that the people have purchasing power at least equal to 1953. They are buying goods and services. It means also that with the inventory adjustments that have taken place in 1953 and 1954 at the distributor's and manufacturer's level, that replacement orders from the retailer can no longer be filled in general from surplus inventories, but must be filled from inventories already adjusted to today's demand. The manufacturers must maintain this adjusted inventory by new production, which means increased employment (factory employment rose 250,000 in August over July), new demand for raw materials and increased transportation services.

### Willing to Spend

People have purchasing power and are willing to spend for the things they want. They have confidence in the stability of the economy.

People have money to spend—but for what?—for the things they want most. Every purchase that is made is made as a result of choice. Never lose sight of this fact.

"If you would sell what John Smith buys, then you, Mister Salesman, must see John Smith through John Smith's eyes."

Is the new car worth more to me than the dollars I have or more to me than a new landscape planting? Shall I spend \$20 for flowers for my party and cut down on the cookies or shall I serve hors d'oeuvres and do away with the flowers I might have in the reception hall? And that is where we come in.

Too often the new car wins out because the Jones's have one! Too often the fancy food wins over an extra bouquet of flowers! Too often the effective advertising of our competition beats us to the punch and we take an economic K.O. Why?

May I offer a few random observations, without attempting to arrive at any conclusions.

(1) Our respective fields in ornamental horticulture have the best sales slogans in the advertising field—"Say It with Flowers" and "Plant America." Both are positive. Both are dynamic, beggerting action. Both

## Grafted Stock for Spring, 1955, Delivery

Grafts are normally ready for shipment after April 15. Since there is a possibility of damage by late spring frost, kindly give a shipping date when you feel it is safe to plant without frost injury.

	Per 10	Per 100
<i>Acer palmatum atropurpureum</i> .....	\$7.50	\$65.00
<i>Acer rubrum columnare</i> .....	7.50	65.00
<i>Acer saccharum monumentale</i> .....	7.50	65.00
<i>Cedrus atlantica glauca</i> .....	7.50	65.00
<i>Cornus florida alba plena</i> .....	6.00	50.00
<i>Cornus florida rubra</i> .....	6.00	50.00
<i>Cornus florida rubra Prosser</i> .....	7.50	65.00
<i>Hamamelis mollis</i> .....	6.00	50.00
<i>Hamamelis vernalis</i> .....	6.00	50.00
<i>Ilex opaca femina</i> .....	7.00	60.00

(our selection of the following named varieties:)

Arden	Lake City
Cheerful	Mae
Christmas Tide	Manig
Delia Bradley	Merry Christmas
Forage	Miss Helen
Hookstraw (Old Heavy Berry)	Osa
Joyce	Richards

(Write for quotations on varieties of your selection.)

<i>Ilex opaca mascula</i> .....	7.00	60.00
<i>Juniperus chinensis columnaris glauca</i> .....	6.00	50.00
<i>Juniperus chinensis columnaris viridis</i> .....	6.00	50.00
<i>Juniperus chinensis keteleeri</i> .....	6.00	50.00
<i>Juniperus chinensis neoboriansis</i> .....	6.00	50.00
<i>Juniperus chinensis sargentii</i> .....	6.00	50.00
<i>Juniperus chinensis sargentii glauca</i> .....	6.00	50.00
<i>Juniperus sabina vonehron</i> .....	6.00	50.00
<i>Juniperus squamata meyeri</i> .....	6.00	50.00
<i>Juniperus virginiana burki</i> .....	6.00	50.00
<i>Juniperus virginiana canescens</i> .....	6.00	50.00
<i>Juniperus virginiana elegantissima</i> .....	6.00	50.00
<i>Juniperus virginiana glauca</i> .....	6.00	50.00
<i>Juniperus virginiana kosteriana</i> .....	6.00	50.00
<i>Juniperus virginiana pyramidiformis hillii</i> .....	6.00	50.00
<i>Juniperus virginiana schottii</i> .....	6.00	50.00
<i>Magnolia cordata</i> .....	7.50	65.00
<i>Magnolia rustica rubra</i> .....	7.00	60.00
<i>Magnolia sieboldi parviflora</i> .....	7.00	60.00
<i>Magnolia soulangeana</i> .....	7.00	60.00
<i>Magnolia soulangeana nigra</i> .....	7.00	60.00
<i>Magnolia stellata</i> .....	7.00	60.00
<i>Magnolia stellata rubra</i> .....	7.50	65.00
<i>Magnolia stellata Water Lily</i> .....	4.50	40.00
<i>Parrotia persica</i> .....	4.50	40.00
* <i>Pinus cembra</i> .....	4.50	55.00
<i>Thuja occidentalis douglasii spiralis</i> .....	5.00	40.00
<i>Thuja occidentalis elegantissima</i> .....	5.00	40.00
<i>Thuja occidentalis lutea George Peabody</i> .....	5.00	40.00
<i>Thuja occidentalis lutea Mary Corey</i> .....	5.00	40.00
<i>Thuja occidentalis nigra</i> .....	5.00	40.00
<i>Thuja occidentalis pyramidalis</i> .....	5.00	40.00
<i>Thuja occidentalis rosenthalii</i> .....	5.00	40.00
<i>Thuja occidentalis warsana (sibirica)</i> .....	5.00	40.00
<i>Thuja orientalis aurea nana</i> .....	5.00	40.00
<i>Thuja orientalis conspicua</i> .....	5.00	40.00
<i>Thuja orientalis elegantissima</i> .....	5.00	40.00
<i>Tsuga canadensis pendula</i> .....	6.00	50.00

\*Five-needle pines cannot be shipped in the following states: Arizona, California, Colorado, Georgia, Kentucky, New Mexico, Nevada, South Carolina and Tennessee.

DUE TO HANDLING COSTS, ORDERS FOR LESS THAN \$5.00 CANNOT BE ACCEPTED.

### TERMS

Prices in this list are net cash F.O.B. Mountain View, N. J., but the usual terms will be extended to those of established credit. No goods sent C.O.D. unless 25 per cent of amount is sent with order. Five of one kind will be billed at the 10 rate; 25 at the 100 rate; 250 at the 1000 rate. From those not acquainted with our stock, a trial order will be appreciated. Packing extra at cost.

**HESS' NURSERIES**

**MOUNTAIN VIEW, N. J.**

## THUJA OCCIDENTALIS NIGRA

(Dark Green American Arborvitae)

**JUNIPERUS CANAERTI and GLAUCA**  
For Hedging or Screening

4 to 6 ft., 6 to 8 ft., 8 to 10 ft. and 10 to 12 ft.

50c to \$1.00 per ft.

Truckload or carload.

## CALL'S NURSERIES

Call Rd.

PERRY, O.

## EVERGREENS FOR THE MIDWEST

Fall, 1954—Spring, 1955

### JUNIPERS

<b>BLUE HETZ JUNIPER</b> , heavily sheared to pin-cushion type form.	Each
18 to 24 ins. ....	\$3.00
24 to 30 ins. ....	3.75
30 to 36 ins. ....	4.50
<b>BURK JUNIPER</b> , grafts.	
3 to 4 ft. ....	4.00
<b>CANAERT JUNIPER</b> , grafts.	
3 to 4 ft. ....	4.00
<b>COMPACT PFITZER JUNIPER</b> , good, compact type.	
15 to 18 ins. ....	2.50
18 to 24 ins. ....	3.00
24 to 30 ins. ....	3.75
30 to 36 ins. ....	4.50
<b>DUNDEE JUNIPER</b> , grafts.	
3 to 4 ft. ....	4.00
<b>IRISH JUNIPER</b> , heavy, well formed.	
2 to 4 ft. ....	2.50
4 to 6 ft. ....	3.00
<b>KETELER JUNIPER</b> , grafts.	
3 to 4 ft. ....	4.00
4 to 6 ft. ....	5.00
<b>PFITZER JUNIPER</b> , extra nice, heavily sheared and compact.	
15 to 18 ins. ....	2.25
18 to 24 ins. ....	2.75
24 to 30 ins. ....	3.50
30 to 36 ins. ....	4.25

### BROAD-LEAVED EVERGREENS

<b>BERBERIS JULIANAE</b> .	
15 to 18 ins. ....	2.00
18 to 24 ins. ....	2.50
<b>EUONYMUS COLORATUS</b> , Clover-set pots, multistemmed, heavy.	1.50
<b>EUONYMUS RADICANS VEGETUS</b> , Clover-set pots, multistemmed, heavy.	1.50
<b>ILEX ROTUNDIFOLIA</b> , well-filled plants.	
12 to 15 ins. ....	1.50
16 to 18 ins. ....	2.00
<b>*MAGNOLIA GRANDIFLORA</b> .	
18 to 24 ins. ....	2.00
<b>MAGNOLIA SOULANGEANA</b> .	
2 to 3 ft. ....	3.00
3 to 4 ft. ....	4.00
<b>MAGNOLIA SOULANGEANA NIGRA</b> .	
Magnolias will be dug early, held on cold storage at nursery until shipped.	
3 to 3 ft. ....	3.00

### MISCELLANEOUS

<b>BALD CYPRESS</b> , deciduous. Can supply heavier sizes if wanted.	
2 1/2 to 3 ft. ....	2.50
3 to 4 ft. ....	3.00
4 to 5 ft. ....	4.00
<b>ILEX DECIDUA</b> , red berries and deciduous.	
male plants, 4 to 5 ft. ....	3.00
female plants, 4 to 5 ft. ....	5.00
<b>*GOLDEN WEeping WILLOW</b> , heavy, dug bare root.	
6 to 8 ft. ....	1.50

NOTE: Stock will be burlapped with treated, rot-resistant burlap, dyed green, unless regular burlap is requested. 5% discount allowed on orders paid before or at delivery; otherwise 2% 10 days. Net 30 days. On orders to be held for spring delivery, a payment of 1/3 of order may be requested.

WE INVITE YOUR INSPECTION OF THIS STOCK IN THE FIELDS.

ECONOMICAL TRUCKLOAD DELIVERIES CAN BE ARRANGED

All stock dug B&B, with digging forms assuring uniform solid balls.

Prices F.O.B. Nursery.

**H. B. HARTLINE FARM**  
MAKANDA, ILL.

"On the Hills of Southern Illinois"  
Telephone: Carbondale, Ill.

are broad and mean all things to all people, according to their immediate situations, needs, desires. "Say It with Flowers" on all occasions. "Plant America" wherever you are or whatever your interests, because America means homes and communities and all that they imply.

### Essentials—Not Luxuries

(2) Our respective trades have been too often considered as luxuries and not as essentials to American living. I believe we are getting away from this archaic and loose thinking. For example, are not flowers an essential part of weddings? My church, as I am sure yours does, has flowers on the altar every Sabbath. Most of us consider flowers as a mark of respect for the departed friend or relative—but the P.O. problem is before the florist. Many of us would not think of having dinner guests without flowers.

There are many occasions where flowers have become accepted as an essentiality—there should be more.

And in the nursery field, our old slogan, "It's Not a Home Until It's Planted," is still a truism generally accepted by homeowners. Proper planting, they are told today, is the one way in which the mortgage or the resale value of the property can be maintained. Realtors tell us so. It has become an essential in the home building trades.

Industrialists know that proper landscaping of their modern suburban manufacturing factory, office building or research laboratory is a morale builder for their employees, increasing their productivity. They also know that it is important in maintaining highly satisfactory community relationships. You do not see industrial plants being built today without landscaping. It has become an essentiality to commercial construction.

From a strictly economic viewpoint, sales of horticultural specialties respond to economic changes as necessities rather than luxuries. Relatively more is spent in "bad" times than in "good" times for nursery stock, at least.

Both our industries must promote "essentiality" and decry "luxury" thinking.

(3) In the minds of the general purchasing public, both our industries have been regarded as "costing too much." "Flowers and plants are too expensive" is not an unheard-of remark.

This is likely a carry-over from the early history of the industry from the private estate and public park

## EUONYMUS AND COTONEASTER

Particularly nice plants which benefited by our 15.2 inches of rainfall in June, July and August.

Each at	Each at
100	1000
rate	rate

### EUONYMUS ALATUS COMPACTUS

2-yr., pots .....	\$0.22	\$0.20
4-yr., T., 8 to 10 ins. ....	.40	.35
4-yr., T., 10 to 15 ins. ....	.45	.40
*5-yr., T., 15 to 18 ins. ....	.70	.65

### EUONYMUS RADICANS ERECTUS

2-in. pots .....	.17	.15
*3-yr., T., 12 to 15 ins. ....	.45	.40
*3-yr., T., 15 to 18 ins. ....	.65	.60

### COTONEASTER APICULATA

2-in. pots .....	.25	.22
2-yr., T., heavy .....	.45	.40
3-yr., T., heavy .....	.60	.55

\*The largest of these varieties are suitable for Clover-set potting or cans.

Quick shipment fall or spring. Bare-root. Minimum order 50 plants of a variety, 100 plants total. Usual catalog terms.

## BERRYHILL NURSERY CO.

P. O. Box 696 SPRINGFIELD, O.

### ATTENTION LANDSCAPE MEN

We have some large upright and spreading Junipers to offer at special prices.

Also a good assortment of specimen shrubs and evergreen liners.

Write for List.

**HENRY NURSERIES**  
HENRY, ILL.

### WELLER'S PERENNIALS

With That Wonderful Root System  
Headquarters for  
**HARDY MUMS AND PHLOX**  
Ask for our Perennial Catalog.  
**WELLER NURSERIES CO., Inc.**  
Leading Perennial Growers  
HOLLAND, MICH.

### NEW PUSSY WILLOW SILVER CLAW

(Mutabilis Selection)  
Excellent low-growing, extremely early-flowering variety. Catkins are long and slightly curved around stem when fully developed. Ideal florists' variety.

\$1.00 each.

**BEARDSLEE NURSERY PERRY, O.**

gardening when "results at any cost" were the order of the day.

The public today lacks appreciation as to the "costs" that enter into their production. A job of public education must be done by explaining to people what it takes to produce a rose or a shade tree in terms of labor, years of care, overhead, interest on investment, etc. Many manufacturing industries have done a real job in explaining their business to their public. We must do the same.

The point of departure in such an educational program would seem to be with the thought leaders and public opinion formers of your community—the teachers, the clergy, the editors. It is simply good business for you to have your community know about the policies, practices and problems of your business.

Further than this, if we convince more and more people as to the essentiality of our flowers and plants, then the cost bugaboo becomes less and less a factor in the buyer's choice of purchases.

#### Mass Production—No Mass Market

(4) We have developed a mass production technique—we have in general failed to develop a mass market. We can produce all or more than any market can consume, if we deliberately set out to do so. We need to build a mass market to keep pace with our improved production techniques.

In this, I feel the nurserymen have perhaps made more progress than the florists. In the 20's the nurserymen were catering to the carriage trade and doing all right. But that market suddenly disappeared, and they had no place to turn. With this experience, they were forced to develop a mass market as rapidly as they could. The difficult years of the 30's saw the initiation on a general scale of the roadside nursery markets. Many failed, but from this beginning has developed the ultra modern, successful suburban garden shop from coast to coast.

The nurserymen in the 20's were selling more service than plants. I think as an industry they are selling more commodities and less service—a sign of a developing mass market. Even our landscape nurserymen now have in many cases cash-and-carry salesyards—and are on the beam of today's do-it-yourself development in merchandising.

The transition from a selective market to a mass market was not a straight or a smooth passage. It was resisted, condemned by some as lead-

## CUT CHRISTMAS TREES 1954

Offering to the wholesale trade an excellent block of sheared Christmas trees. They have been carefully selected and will represent tops in quality for Christmas, 1954.



**BALSAM FIR**

Prices: \$5.00 per bale.

Packed 2, 3, 4, 5, 6 and 8 to the bale.

Also singles, \$2.00 each.

Sizes 5 to 8 ft.

### SHAW-BALTIC NURSERY

9650 Carnegie Ave.

CLEVELAND, O.

Phone: Ra. 1-7900

Each tree will be 100 per cent salable. Only the best or we don't ship. The best quality is always the cheapest in the long run.

Our Balsam Firs are full, symmetrical plants. They have a long needle and are slow to shed.

The Scotch Pines are dense plants that have been tightly sheared.



**SCOTCH PINE**

Price: \$2.50 each

Sizes 5 to 8 ft.

Wholesale to the Trade Only

## MULTIFLORA ROSE

(*Rosa multiflora japonica*)

Thorny, upright type, propagated from mature midwest fences.

Our stands have never been better and, with our irrigation and fertilization program, we hope and believe we will produce exceptionally fine plants this year. Each year we grow several million seedlings and every year for the past 10 years we have been short in the spring. We urge you to cover your requirements promptly.

Per 1000

2/16 to 3/16-in. cal., 10 to 15 ins. \$15.00

3/16 to 1/4-in. cal., 15 to 18 ins. 22.00

Plants will be top and root trimmed prior to shipping. All prices F.O.B. Elsberry. No packing charge.

## FORREST KEELING NURSERY

ELSBERY, MO.

**MISSOURI GROWN IS HARDY...**



## LANDSCAPE MATERIAL

Each

**Pinus Resinosa** (Red Pine), first class for landscape projects.

4 to 5 ft., B&B. .... \$5.50

5 to 6 ft., B&B. .... 6.50

6 to 7 ft., B&B. .... 7.50

7 to 8 ft., B&B. .... 9.00

**Tsuga Canadensis** (Canadian Hemlock), heavy sheared specimens.

3 1/2 to 4 ft., B&B. .... 5.50

4 to 4 1/2 ft., B&B. .... 6.50

**Picea Glauca** (Black Hills Spruce)

2 to 3 ft., B&B. .... 2.85

3 to 4 ft., B&B. .... 3.50

**Cornus Florida** (White-flowering Dogwood)

3 to 4 ft., B&B. .... 2.50

4 to 5 ft., B&B. .... 3.00

5 to 6 ft., B&B. .... 3.50

6 to 7 ft., B&B. .... 4.50

7 to 8 ft., B&B. .... 6.50

8 to 9 ft., B&B. .... 7.50

Multiple stems add 10 per cent.

## WADE & GATTON NURSERY

BELLVILLE, O.

Phone Butler 2-3191 or 2-3835



Cotoneaster divaricata transplant.

## TRANSPLANTS

Per 100 Per 1000

Cotoneaster divaricata,		
6 to 9 ins. ....	\$10.00	\$ 85.00
9 to 12 ins. ....	12.50	100.00
Washington Hawthorn,		
9 to 12 ins. ....	15.00	135.00
12 to 18 ins. ....	22.50	200.00

Red Barberry,		
9 to 12 ins. ....	15.00	125.00

## VIBURNUM SEEDLINGS

Viburnum lentana,		
6 to 12 ins. ....	10.00	85.00
12 to 18 ins. ....	15.00	125.00
18 to 24 ins. ....	17.50	150.00

Viburnum dentatum,		
6 to 12 ins. ....	7.50	65.00
12 to 18 ins. ....	12.50	100.00

Viburnum dilatatum,		
12 to 18 ins. ....	15.00	125.00

Viburnum lentago,		
6 to 12 ins. ....	7.50	65.00

Viburnum opulus,		
12 to 18 ins. ....	12.50	100.00

Viburnum tomentosum,		
6 to 12 ins. ....	10.00	85.00
12 to 18 ins. ....	15.00	125.00

Viburnum sieboldi,		
3 to 6 ins. ....	7.50	60.00
6 to 9 ins. ....	10.00	85.00

## OTHER SEEDLINGS

Washington Hawthorn,		
6 to 9 ins. ....	7.50	65.00

Cornus florida,		
6 to 12 ins. ....	6.50	50.00

12 to 18 ins., 2-yr.,		
root-pruned ....	10.00	85.00

Boston Ivy, 1-yr. ....	5.00	45.00
------------------------	------	-------

Kolkwitzia amabilis,		
6 to 9 ins. ....	10.00	85.00
9 to 12 ins. ....	15.00	125.00

Photinia villosa, 12 to 18		
ins., 2-yr., root-pruned	12.50	100.00

Rhodotypos scandens,		
6 to 12 ins. ....	7.50	65.00
12 to 18 ins. ....	10.00	85.00

Syringa vulgaris,		
6 to 12 ins. ....	7.50	65.00
12 to 18 ins. ....	10.00	85.00

Red Barberry,		
12 to 18 ins. ....	12.50	100.00

NEWPORT NURSERY CO.

NEWPORT, MICH.

ing to unfair competitive practices and still, in some instances, is accepted reluctantly.

Another view to this problem of luxury vs. mass markets is that we are all in the luxury class today and consequently we have a luxury mass market already made for us to tap. Everybody today must have an automobile, every young couple must have a new home, somebody has sold the young people on the necessity of sterling silver, while you and I were lucky to have four place settings of plate silver.

Promotion and advertising are responsible for the electric refrigerator, the disposal, the automatic dish washer, the combination clothes washer and dryer and all the rest of the gimmicks that compose modern living.

Maybe a lack of the same promotion is responsible for the failure of everybody in this luxury mass market to demand better landscaping about their new home or flowers daily upon their tables.

With the national average per capita income less than \$1,400, I cannot be persuaded that we have this luxury mass market. The increase in real national income in terms of goods, however, certainly indicates a growing ability of the 62 million wage-earners to purchase more than just food, fiber and shelter.

It seems to me, the florists are going through the early stages of developing a mass market. While comparisons are odious, the remark was made in Washington two years ago at a marketing conference, by a person outside of either the nursery or florists' industry, but supplying both with certain facilities, that it seemed to him that "the nurserymen were selling commodities while the florists were still selling services."

I believe both groups have a long way to go in nurturing this mass market. I believe the florists have further to go than the nurserymen, but the potential of the florist seems to be the greater. You can sell flowers to individuals on the way home from work. Nobody is going to take a landscape job home with him.

May I call your attention to the recent article on "What's Wrong with Flowers," in Business Week for September 4, 1954?

## Sporadic vs. Consistent Markets

(5) Sporadic vs. consistent markets. The nurserymen and florists have both been handicapped by the lack of a consistent demand—the

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Straight shanked seedlings grown especially for understock. Expertly graded to suit the most particular.

Per 1000  
4 to 6-mm. cal. .... \$27.50  
2 to 4-mm. cal. .... 17.50

Also available are the following grades for living fences, conservation plantings.

Cal.	Ins.	Per 1000
2 to 3-mm.	8 to 15	\$12.50
3 to 5-mm.	12 to 18	19.50
3 to 8-mm.	12 to 24	22.50
5 to 12-mm.	18 to 36	32.50

Write for special quotations on quantities of 10,000 or more.

The above prices are F.O.B.

Griggsville, Ill. nursery.

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## FRENCH PUSSY WILLOW

(Salix Discolor Selection)

Beautiful February-foreing strain. Catkin sheath is a rich mahogany-red with attractive large silvery-pink catkins when mature.  
15 to 18 ins., \$25.00 per 100; \$250.00 per 1000.  
18 to 24 ins., \$30.00 per 100; \$250.00 per 1000.  
34 to 36 ins., \$4.00 per 10; \$35.00 per 100.

BEARDSLEE NURSERY PERRY, O.

nurserymen more than the florists.

In spite of a basic consistent demand for cut flowers and their arrangements for weddings, funerals, hospital cases, etc., the florists still depend for a mass market on only a few occasions—Easter, Mother's day, Christmas.

The nurserymen have themselves been responsible for creating in the minds of the public the idea that plants can be successfully planted only at certain seasons of the year. This was true prior to the discovery of protective coatings, the growing of plants in containers and the use of special techniques in transplanting. It is not true today.

The nursery business, formerly restricted to roughly 14 weeks in the spring and five or six weeks in the fall in this region, is becoming more and more a year-round enterprise.

The florists can do much, it seems to me, further to develop their in-between holiday demand with proper promotion. The nurseryman now can, at will, depending on his own desires in the matter, keep busy planting almost the year-round.

The development of a year-round market, like the development of a mass market, is and will be resisted. My prediction is, however, for good or bad, it is on its way—in fact, has arrived. The resistance is based on the fear that with a year-round demand for plants, the supermarkets will take over the supplying of stock to the mass market and "the grower of nursery stock will become only another farmer producing a cash crop; the landscape nurseryman will become an assistant gardener to the public." I suggest that the only major factor holding back mass merchandisers now is the uncertainty of a consistent supply.

Economical merchandising to a mass market depends on consistent supply and demand and not seasonality in demand or dependence on a holiday trade.

(6) Confidence plays a terrific part in determining consumer choices. If you do not have confidence in a brand, you do not buy it. If one does not have confidence in a nurseryman or florist, he deals with a competitor. And worst of all, if the general public does not have confidence in an industry and spends its dollars for competing goods and services, then the industry better do something about it.

I do not know whether the public has confidence in the florists' industry or not. I am not in a position to know.

There is sufficient evidence, how-

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Ornamental Trees  
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**FALL SURPLUS**

Quality Liners—Shipped at Once

	Each	Each
	Per 100	Per 1000
12 to 15 ins., T. ....	25c	20c
250 at 1000 rate.		

Also *Euonymus Vegetus*, various sizes.

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ever, to indicate that large segments of the mass market of the nurserymen were being alienated from the industry by the transgressions of a few. Even more serious was the effect these concerns were having on our future potential mass market.

I am glad to report that not only the industry itself, but agencies of government charged by law to protect the mails from fraudulent usage, to protect the legitimate business concern from unfair trade and competitive practices and to protect the consumer from fraudulent schemes are making progress in restoring this lost confidence.

In my judgment, whenever an industry moves from the limited but most profitable carriage trade to a mass market where margins are less but gross volume is multiplied many times, it is immediately subject to all sorts of promotion schemes of questionable character.

As the florists' industry moves into a mass market, as I believe it must if florists wish to maintain their economic position, they too will be forced to guard against the over-eager promoter interested more in a "fast buck" than in the commodity merchandised, the methods used or the effect upon the consumer.

#### Conclusion

To sum all this up, let me repeat our premise: "A market is nothing more or less than people with money to spend for the things they want."

Our market is where we find people in an economic state where they have enough money to spend for flowers or, in the case of the nurserymen, where they have enough to buy homes and landscape them.

This market of yours might be close to your place of business. Are you developing to the fullest the market that is closest to you?

(1) We have marketing slogans second to none. Use them.

(2) We must constantly promote the essential character of our flowers and plants.

(3) We must overcome the mis-

## PFITZER JUNIPER

In quantity lots.

2 to 2½-ft. spread .....	\$2.50
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Crab Apple, Flowering  
Euonymus Aletus Compactus  
Euonymus Patens  
Euonymus Vegetus  
Juniperus Canadensis  
Juniperus Columnaris  
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Evergreen Liners  
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taken idea that we cater to the wealthy. We must promote the utility of our flowers and plants to the minds and souls of all men.

(4) We must keep up with the trend and promote a mass market for what we can now mass produce.

(5) We must, in accordance with good business practice, develop a consistent demand in this mass market, depend less and less upon seasonality and holiday peaks and plan to meet this consistent demand by a consistent supply.

(6) We must protect the confidence of the public in our respective trades, which can be done by conducting each and every business unit in a highly ethical manner. The public relations of an industry is nothing more than the sum total of the public relations of individual units. Unfortunately, one rotten apple in a barrel can ruin the whole barrel.

Your market is where you make it.

### SOUTHWESTERN NOTES

Sipes Gardens, Topeka, Kan., are expanding their garden facilities by erecting a brick and tile addition, 24x60 feet, with a full basement for storage of nursery stock.

An estimated loss from drought and hot winds of 25,000 trees at Wichita during the summer of 1954 was reported by John Firsching, landscape engineer with the city park board. Mr. Firsching estimated losses of 13 per cent on soft maple, 12 per cent on American and Chinese elm, 22 per cent on black walnut and 25 per cent on box elder.

Brown's Greenhouse & Nursery Co., Junction City, Kan., is constructing a cash-and-carry garden shop at the south edge of the city on U.S. 40. The building will be 24x60 feet, with 48 feet of glass front. A lath house will be constructed on the south end and a large parking area on the north.

Blair Adams, a recent graduate of Kansas State College, has joined the sales organization of the Willis Nursery Co., Ottawa, Kan.

Mrs. Leo Gordon, daughter of Kenneth Haysler, Cloverset Flower Farm, Kansas City, Mo., is convalescing from an attack of polio. She was in the hospital for a month.

Roadside improvement contracts recently let: Cook & Cone, Ottawa, Kan., Cheyenne county, \$7,858; McNabb & Hays, Pleasanton, Kan., Decatur county, \$5,514.40; Tole Landscape Service, Independence, Kan., Gray and Atchison counties, \$15,493.85.

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	Per 1000		Per 1000
Current, Alpine	\$85.00	Spiraea Anthony Waterer	\$80.00
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Hydrangea A. G.	65.00	Tamarix hispida	85.00
Hydrangea P. G.	75.00	Willow, Arctic	65.00
Mock Orange, Virginialis	85.00	Willow, Pussy	55.00
Poplar, Lombardy	45.00	Willow, Weeping	55.00

#### 1-YR. GRAFTS

Crab Apple, Hops Flowering	220.00
Prunus cistena (Purple-leaved Plum)	220.00
Prunus triloba (Pink-flowering Almond)	220.00

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Ready for field planting.

	Per 100
Thuja occidentalis pyramidalis (Pyramidal Arborvitae)	\$45.00
9 to 12 ins.	45.00
12 to 15 ins.	55.00

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	Per 10		Per 10
Barberry, Green-leaved		Hydrangea P.G. (heavy)	
12 to 15 ins.	\$2.40	18 to 24 ins.	\$4.50
15 to 18 ins.	3.10	3 to 4 ft.	6.50
Barberry, Red-leaved		Spiraea vanhouttei	
12 to 15 ins.	3.50	3 to 4 ft.	5.00
15 to 18 ins.	4.50	4 to 5 ft.	6.00
Deutzia Pride of Rochester		Viburnum americanum	
2 to 3 ft.	6.00	2 to 3 ft.	7.00
Honeysuckle, Pink Tatarian		ORNAMENTAL TREES	
3 to 4 ft.	6.00	Mountain Ash	
Hydrangea A.G. (heavy)		5 to 6 ft.	16.50
2 to 3 ft.	5.50	6 to 8 ft.	22.00
3 to 4 ft.	6.50	8 to 10 ft.	28.00

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The new, sensational shrub for ranch-house landscaping, dwarf hedges, potting and B&B sales.

	10 rate	100 rate	1000 rate
L.O. size from 2 1/4-in. pots	\$0.35 ea.	\$0.25 ea.	\$0.22 1/2 ea.
2-yr. field plants	.75 ea.	.60 ea.	.50 ea.

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# Books for Christmas

## Important New Books and Old Favorites

### TREES and SHRUBS

**The Friendly Evergreens**, by L. L. Kumlien. Seed collecting, propagation, digging and transplanting, root pruning, insects and diseases. 500 illus., 82 in color. 240 p. (1946) .....\$10.00

**Lilacs for America**. Report of 1953 Lilac Survey Committee. Lists 30 species and 800 varieties. 100 varieties recommended. Sources of supply keyed. 48 p. ....\$1.00

**Azaleas: Kinds and Culture**, by H. Harold Hume. Practical, up-to-date information. 72 illus., 200 p. (1948) .....\$5.00

**Trees**, by Zim and Martin. Identifies 150 species. 100 full-color plates show shapes, habitats, detail of twig, bark, leaf, blossom. Pocket size. 160 p. Cloth. (1952) .....\$1.50

**Book of Shrubs**, by A. C. Hottes. Propagation, transplanting, pruning and spraying. Lists for uses. 438 p. (1942) .....\$4.00

**Book of Trees**, by A. C. Hottes. Lists for various purposes. Transplanting, pruning and propagation. Describes important species. 448 p., 2nd revised ed. (1942) .....\$4.00

**Trees for American Gardens**, by Dr. Donald Wyman. Botanical and common names of 745 recommended trees. Secondary list of 1,600. Bloom, ornamental fruit, foliage colors, etc. 376 p. (1951) .....\$7.50

**Shrubs and Vines for American Gardens**, by Dr. Donald Wyman. Planting guide for nurserymen. Recommends 1,100 species and varieties; secondary list of 1,700. 800 blooming dates in sequence. Hardiness zone maps. 100 illus., 442 p. (1949) .....\$7.50

**Evergreens**, by L. L. Kumlien. Selection, planting and care. Amateur. 91 p. 140 illus. (1954) .....\$1.50

### PROPAGATION

**Seed and Potting Composts**, by W. J. C. Lawrence and J. Newell. Preparation and use of John Innes composts, with special reference to soil sterilization. Illus., 160 p. (1950) .....\$1.75

**Grafter's Handbook**, by R. J. Garner. Information on almost every known method of grafting; also propagation, choice and use of tools. Illus., 223 p. (1949) .....\$4.50

**Improved Practices in Propagation by Seed**, by L. C. Chadwick. Collecting, storage, stratification practices. Booklet. (1936) .....25c

**Nursery Manual**, by L. H. Bailey. Describes methods of propagation and lists plants with practices for each. 470 p. (1920) .....\$5.75

**How to Increase Plants**, by A. C. Hottes. Discusses propagation by seeds, cuttings, bulbs and grafting. Also fruits, conifers, roses, trees and shrubs, annuals and perennials. 279 p. (1949) .....\$3.00

**Propagation of Plants**, by M. G. Kains and L. M. McQuesten. Reference for propagators in nursery and greenhouse; also nursery management and pest control. 637 p., 375 illus., revised ed. (1942) .....\$4.50

**Hormones and Horticulture**, by Avery and Jordan. Use of special chemicals in regulation of plant growth. Directions for applying, with tables and illus. Rooting cuttings; treating seeds; inducing, producing and breaking dormancy. 326 p. (1947) .....\$6.00

**Propagation of Trees, Shrubs and Conifers**, by W. G. Sheat (English). Comprehensive material presented in encyclopedic form. Commercial practices in propagation. 479 p. (1948) .....\$5.00

**Plant Breeding for Everyone**, by John Y. Beaty. Testing, naming, introducing and patenting new varieties. Hybridizing technique. 102 p., illus. (1954) .....\$2.75

### LANDSCAPE and DESIGN

**Complete Home Landscape and Garden Guide**, by R. P. Korbes. Edited by E. L. D. Seymour. Landscape sketching, garden planning and designing. 368 p. (1954) .....\$2.00

**Landscape Plans for Small Homes**, by Ralph Bailey. General plans, including garden features and planting keys. 128 p. (1954) .....\$2.00

**65 Practical Garden Plans**, by John Elliott. For crowded areas, cities, back yards, outdoor living rooms. Illus., 48 p. (1950) .....\$1.00

**Planting Design**, by Florence B. Robinson. Modern practical treatment of theories of landscape composition. 215 p. (1940) .....\$3.00

**Palette of Plants**, by Florence B. Robinson. Sequel to Planting Design. 214 p. Illus. (1950) .....\$3.00

**Landscape Sketching**, by Arthur Black. Shows fundamental principles and how to apply to component parts of landscape. Illus. 109 p. (1951) .....\$5.00

**Landscape Your Home** (Sunset Magazine). Many tested ideas for home landscaping. 250 illus. Paper bound. (1950) .....\$1.00

**Landscape for Living**, by Garrett Eckbo. Latest theories and practice of landscape design. Illus., 262 p. (1950) .....\$10.00

**How to Beautify and Improve Your Home Ground**, by Henry B. Aul. 155 plans and drawings for out-of-the-ordinary ideas, with horticultural and architectural details. 320 p. (1949) .....\$3.00

**How to Plant Your Home Ground**, by H. B. Aul. Trees, shrubs, ground covers, annuals, bulbs. What, how and where to plant around the house and in the garden. 383 p., illus. (1953) .....\$3.00

**How to Landscape Your Grounds**, by L. R. Johnson. Planting plans and keys for various sections. Select plant lists. Definite suggestions. 2nd edition, 272 p., 152 illus. (1950) .....\$3.00

**Trees and Shrubs for Landscape Effects**, by Marian Cruger Coffin. Placing of trees and shrubs about home. Classified lists with cultural information. Illus. 169 p. (1940) .....\$4.00

**New Designs of Small Properties**, by M. E. Bottomley. Typical layout plans for city and country homes, with great variety of practical requirements. 174 p., illus. (1948) .....\$4.00

**Landscape with Shrubs and Flowering Trees**, by Mary Deputy Larson. Lists for bloom, fruit, foliage, fragrance and winter color. Evergreens, hedge and wall shrubs and perennial combinations. 295 p. (1946) .....\$3.00

**Small Home Landscape**, by P. J. and A. B. McKenna. Landscape problems—lawn, trees, flowers, shrubs, vegetables and fruits, soil grading and construction. 144 p., illus. (1953) .....\$2.00

**How to Build Garden Structures**, by Henry B. Aul. Grills, fireplaces, walls, walks, pools, terraces, benches, arbors, fences, fountains. Illus. 384 p. (1950) .....\$3.00

**How to Build Walls—Walks—Patio Floors**. Information as to construction, etc., for home or garden. Hundreds of ideas and photographs. 96 p. (1952) .....\$1.00

**Building Plant Shelters and Garden Work Centers**. Instructions for construction of lath houses, greenhouses, work centers, small plant shelters. 307 illus., 78 p. (1951) .....\$1.00

**Sunset Patio Book**. Planning, structure, furniture, garden pools, planting trees and vines, electricity, radiant heat, lawn building. 174 p. Illus. (1952) .....\$2.00

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- ☐ What to Make with Concrete.....\$2.00
- ☐ Plant Disease Handbook.....\$10.00
- ☐ Insect Guide.....\$3.50
- ☐ Diseases and Pests of Ornamental Plants.....\$6.00
- ☐ Spray Chemicals and Application Equipment.....\$6.25
- ☐ The Pruning of Trees and Shrubs.....\$1.25
- ☐ Maintenance of Shade and Ornamental Trees and Shrubs.....\$8.00
- ☐ Sunset Pruning Book.....\$1.50
- ☐ New Tree Experts' Manual.....\$5.00
- ☐ The Nature and Properties of Soils.....\$5.75
- ☐ Handbook of Fertilizers.....\$2.50
- ☐ Our Garden Soils.....\$4.00
- ☐ Soils and Fertilizers for Greenhouse and Garden.....\$2.50
- ☐ Beginning in the Nursery Business.....\$0.50
- ☐ Growing Tree and Small Fruits.....\$2.90
- ☐ Standardized Plant Names.....\$10.50
- ☐ Horticultural Color Charts.....\$12.00
- ☐ Plant Buyers Guide.....\$7.50

**TEAR HERE**

## INSECTS and DISEASES

- Plant Disease Handbook**, by Cynthia Westcott. Detection of diseases on trees, shrubs, vines, flowers. Illus., 746 p. (1950).....\$10.00
- Insect Guide**, by Ralph B. Swain. How to recognize the larger groups of insects. More than 450 illus., 330 in color. Covers more than 250 insect species. 261 p. (1948).....\$3.50
- Diseases and Pests of Ornamental Plants**, by Dr. Bernard Dodge and H. W. Rickett. Diseases, insects and control measures. Describes in alphabetical order pests affecting some 600 species of plants. Illus., 838 p., revised ed. (1949).....\$6.00
- Spray Chemicals and Application Equipment**, by McClintock and Fisher. Methods of using spray chemicals and sprayers and dusters. 500 illus., 320 p., 3rd ed. (1949).....\$6.25

## MAINTENANCE

- The Pruning of Trees and Shrubs**, by W. Dallimore (English). Deciduous ornamental trees, young, broad-leaved, flowering and old trees. 100 p. (1945).....\$1.25
- Maintenance of Shade and Ornamental Trees and Shrubs**, by P. P. Pirone. Up-to-date, original and comprehensive. Pruning, surgery, pest control and other care. 436 p. (1948).....\$8.00
- Sunset Pruning Book**, by R. L. Hudson. Covers pruning rhododendrons, azaleas, roses, evergreen and deciduous trees. Basic principles explained. 80 p. (1952).....\$1.50
- New Tree Experts' Manual**, by Richard R. Fenske. Diagnosis of tree troubles, fertilizing, transplanting, pruning, surgery, diseases, insects, spray materials, etc.—handy information for daily operations. Second ed., revised. 79 illus., 240 p. (1954).....\$5.00

## SOILS and FERTILIZERS

- The Nature and Properties of Soils**, by Lyon, Buckman and Brady. Plant nutrients, soil formation, mineral soils, liming and fertilizers. 591 p. (1952).....\$5.75
- Handbook of Fertilizers**, by A. F. Gustafson. Source, composition, effect and application of commercial fertilizers. 172 p. (1944).....\$2.50
- Our Garden Soils**, by C. E. Kellogg. Control of soil acidity. Tables show plants for specific soils. 232 p. (1952).....\$4.00
- Soils and Fertilizers for Greenhouse and Garden**, by Laurie and Kiplinger. Water supply, nutrient supply, sterilization, cover crops and composts. 128 p. (1948).....\$2.50

## MISCELLANEOUS

- Beginning in the Nursery Business**, by John J. Pinney. Complete series reprinted from American Nurseryman. Booklet. (1946).....\$0.50
- Growing Tree and Small Fruits**, by Knapp and Auchter. From planting to harvesting and marketing. 615 p., illus. (1941).....\$2.90
- Standardized Plant Names**, 90,000 scientific and common names. Standard authority. 673 p., 2nd ed. (1942).....\$10.50
- Horticultural Color Charts**, issued by British Colour Council and Royal Horticultural Society. Authoritative guide to colors and color names. Each set, 100 loose sheets in case. Set of 2 volumes.....\$12.00
- Plant Buyers Guide**, edited by Edwin R. Stoffek. Easy-to-use listing of over 50,000 plants with names and addresses of commercial sources. 260 p. (1949).....\$7.50

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Heavily Sheared

	Each	Each
	5 to	25
JUNIPER	24	and up

### Andorra, B&B

15 to 18 ins....	\$2.40	...
18 to 24 ins....	3.00	...
2 to 2 1/2 ft....	3.60	...

### Glaucia Hetzi

15 to 18 ins....	2.75	\$2.50
18 to 24 ins....	3.25	3.05

### Pfitzer

15 to 18 ins....	2.75	2.50
18 to 24 ins....	3.25	3.05
2 to 2 1/2 ft....	4.05	3.85

## ARBORVITAE

### Pyramidalis

3 to 3 1/2 ft....	3.00	...
3 1/2 to 4 ft....	3.25	...
4 to 5 ft....	3.75	3.55
5 to 6 ft....	4.75	...

## TAXUS

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18 to 24 ins....	4.00	3.75
2 to 2 1/2 ft....	5.00	...

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## POTTED LINERS

For Fall, 1954—Spring, 1955 Shipment

Heavy, well-rooted plants.

2 1/4 and 2 1/2-in. pot grown.

	Per 100
Euonymus Radicans Variegated..	\$25.00
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Thuja Wareana .....	22.50
Thuja Woodwardi .....	22.50

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Gardens

SOUTH VIENNA, O.

## Pennsylvania Meet

By Frank Curto

Bert Kleinmaier, of the Burwell Nursery Co., Columbus, O., was the featured speaker at the fall meeting of the Western Pennsylvania Nurserymen's Association, held at the Webster Hall hotel, Pittsburgh, September 23. Mr. Kleinmaier presented a discussion of sales lot operations as carried out by the Burwell firm. He offered some statistical information, which was received with great interest by the Pennsylvanians. A question and answer period at the end of Mr. Kleinmaier's address brought forth additional valuable information.

At the business session, Louis Wisenbach, Pittsburgh, chairman of the merger committee, reported that the merger of the Western Pennsylvania Nurserymen's Association and the Pennsylvania Nurserymen's Association is almost ready for consummation, with only a few minor details yet to be ironed out. He stated that a notice will be sent to each member concerning the merger.

Mr. Wisenbach also reported on the favorable reversal of the state labor board's decision in the case of Musser Forests, Inc., and informed the group that the Pennsylvania Nurserymen's Association, through its attorney, was able to bring about this reversal in favor of the nursery industry. He also stated that the cost to the Pennsylvania Nurserymen's Association for fighting this case amounted to \$5,000.

Frank Curto, Pittsburgh, secretary of the Western Pennsylvania association, read a letter from Pennsylvania State University, requesting that the association name two representatives to the Pennsylvania Turf Grass Council. In response to this request, Walter Morrow and Alan Mock were named as representatives, with E. Ross Gates as alternate.

John M. Eisler, Butler, gave a short but interesting report on the proceedings of the convention of the American Association of Nurserymen, held the past July at Minneapolis. Mr. Eisler echoed the sentiments of many other nurserymen when he expressed approval of the round-table meetings that were held during the A. A. N. meeting.

THE Premier Peat Moss Corp. has moved to larger quarters at 535 Fifth avenue, New York, N. Y., from 150 Nassau street. The new headquarters have been laid out for efficient handling of sales.

## SASANQUA CAMELLIAS

are fast gaining popularity. They are being planted everywhere in the south-east and as far north as Washington, D. C.

Don't let the boat leave you! Have a variety ready to sell. The demand will be greater each season. We have all sizes ready:

6 ft., specimen plants, B&B \$4.00 to \$6.00

(These will be in bloom in about 3 weeks.)

3 to 4 ft., B&B, some buds..... 2.25

18 to 24 ins., field-grown..... 1.50

18 ins., well br., T..... .50

8 to 12 ins., liners, T..... .20

6 to 8 ins., liners, T..... .12

R.C. .... .10

## EAST COAST FLOWER FARMS

PINK HILL, N. C.

## Specimen Landscape Materials

Our Specialty . . .

## TAXUS



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4400 Reading Rd. Cincinnati 29, Ohio

Visit our nurseries when in Cincinnati

## QUALITY STOCK

Amur River North Privet, 1-yr., Per  
field-grown, 12 to 24 ins., 2 1000  
stems and up .....\$35.00

Amur River North Privet, 2-yr.,  
field-grown, 12 to 36 ins., 2 to 4  
stems ..... 45.00

California Privet, 1-yr., field-  
grown, 12 to 24 ins., 2 to 4 stems 35.00

50,000 Deutzia Pride of Rochester,  
2-yr., field-grown, 2 to 4 stems. 40.00

10,000 Abelia Grandiflora, 2-yr.,  
field-grown, 2 to 3 ft., 2 to 4  
stems, \$25.00 per 100 ..... 250.00

## NOLERIDGE NURSERIES

P. O. Box 26 McMinnville, TENN.

## CORKSCREW TREE

(Salix Matsudana Tortuosa)

Contorted Hankow Willow or Corkscrew Tree. Very odd appearing horticultural curiosity. Branches grow upright with a corkscrew twist. Compact growing large shrub or small tree. Ultimate height 12 to 15 ft.

Small tree approximately 3 to 4 ft., \$2.50 each.  
BEARDSLEE NURSERY PERRY, O.

LILACS FOR AMERICA, by Lilac Survey Committee. 30 species, 800 varieties. 48 p. \$1.00 postpaid.  
American Nurseryman Chicago 4, Ill.

# LINERS FROM OPEN BEDS AND FIELD ROWS

All outside-grown — in the open air — all strong and tough! They have to be to grow right out in the full sun.

Nothing shade-grown except the rooted cuttings and the Mahonia Bealei seedlings which are under light shade.

All go through the winter unprotected and dormant—ready to burst into normal growth for you next spring.

## PRODUCED BY THE NEW PHYTOTTEKTOR SYSTEM

THE NEW, FULLY AUTOMATIC, INTERRUPTED MIST SYSTEM WHICH ROOTS SOFTWOOD CUTTINGS IN SOIL

BG means bed-grown.  
F means field-grown.  
RC means rooted cutting.  
S means seedling.  
SWC means softwood cutting.  
T means transplanted.

All prices are given in cents per each.

**ABELIA EDWARD GOUCHER**—T, F, 8 to 12 ins., 18c; 12 to 15 ins., 22c; 2-yr., T, F, 15 to 18 ins., 30c.

**ABELIA GRANDIFLORA**—T, F, 8 to 12 ins., 15c; 12 to 18 ins., 20c; 2-yr., T, F, 18 to 24 ins., 30c.

**BERBERIS JULIANAE**—T, F, 4 to 6 ins., 15c; 6 to 9 ins., 22c; 9 to 12 ins., 30c.

**BERBERIS MENTORENSIS**—RC, 8c; T, F, 6 to 9 ins., 15c; 9 to 12 ins., 20c.

**BERBERIS SARGENTIANA**—T, F, 6 to 9 ins., 20c; 9 to 12 ins., 25c; 12 to 15 ins., 30c.

**BUXUS SEMPERVIRENS**—T, F, 4 to 6 ins., 10c; 6 to 8 ins., 15c.

**CHAENOMELES**—(CYDONIA), hybrid, up-right, rich red, nonfruiting—BG, 6 to 9 ins., 10c; 9 to 12 ins., 15c.

**CHAENOMELES**—(CYDONIA), hybrid, deep pink—BG, 6 to 9 ins., 10c; 9 to 12 ins., 15c.

**ELAEAGNUS FRUITLANDI**—BG, 6 to 9 ins., 12c; T, F, 9 to 12 ins., 16c; 12 to 15 ins., 20c.

**ELAEAGNUS PUNGENS REFLEXA**—T, F, 9 to 12 ins., 16c; 12 to 15 ins., 20c.

**EUONYMUS ALATUS COMPACTUS**—RC, 7c.

**EUONYMUS FORTUNEI CARRIERI**—(True)—T, F, 4 to 6 ins., 15c; 6 to 9 ins., 20c.

**EUONYMUS JAPONICUS**—T, F, 8 to 13 ins., 20c.

**EUONYMUS KIAUSCHOVICUS**, Large-leaf patens—RC, 6c; T, F, 9 to 12 ins., 15c; 12 to 15 ins., 20c; 2-yr., T, F, 12 to 15 ins., 25c; 15 to 18 ins., 35c.

**EUONYMUS KIAUSCHOVICUS**, Small-leaf patens—RC, 6c; T, F, 9 to 12 ins., 15c; 12 to 15 ins., 20c; 2-yr., T, F, 15 to 18 ins., 35c.

**GINKGO BILOBA**—S, F, 4 to 6 ins., 6c; 6 to 8 ins., 8c; 2-yr., S, F, 12 to 18 ins., 17c.

**HYDRANGEA P.G.**—T, F, 12 to 15 ins., 15c.

**ILEX CORNUTA**—RC, 8c; BG, 6 to 8 ins., 12c.

**ILEX CORNUTA BURFORDI**—RC, 8c; BG, 6 to 8 ins., 12c.

**ILEX CRENATA CONVEXA (BULLATA)**—RC, 7c.

**ILEX CRENATA ROTUNDIFOLIA**—RC, 7c; BG, 4 to 6 ins., 12c; 2-yr., BG, extra-heavy 8 to 12 ins., 30c.

**ILEX HOWARDI**—RC, 15c; BG, 9 to 12 ins., 30c.

**ILEX VOMITORIA FEMINA**—T, F, 6 to 9 ins., 20c; 9 to 12 ins., 30c.

**JASMINUM FLORIDUM**—BG, 6 to 8 ins., 7c; 8 to 12 ins., 10c; T, F, 12 to 18 ins., 20c; 18 to 24 ins., 30c.

**JASMINUM NUDFLORUM**—BG, 6 to 8 ins., 7c; 8 to 12 ins., 10c; T, F, 12 to 18 ins., 20c; 18 to 24 ins., 30c.

**NOTE**—All Juniperus from small, greenhouse type, cuttings transplanted to field.

**JUNIPERUS HETZI**—T, F, 6 to 9 ins., 17c.

**JUNIPERUS HORIZONTALIS PLUMOSA**, Andorra—T, F, 6 to 9 ins., 17c; 9 to 12 ins., 25c.

**JUNIPERUS PFITZERIANA**, blue—T, F, 6 to 9 ins., 22c; 9 to 12 ins., 30c; 12 to 15 ins., 45c.

**JUNIPERUS PFITZERIANA**, green—T, F, 4 to 6 ins., 15c; 6 to 9 ins., 20c; 9 to 12 ins., 27c; 12 to 15 ins., 40c.

**LIGUSTRUM LUCIDUM**—BG, 6 to 9 ins., 15c; 9 to 12 ins., 20c.

**LIGUSTRUM SINENSE PENDULUM** (Weeping Privet)—BG, 6 to 8 ins., 8c; 8 to 12 ins., 10c.

**MAHONIA BEALEI**—1-yr., seedlings suitable for potting, fall, 5c; spring, 6c.

**PRUNUS CAROLINIANA** (Laurel Cherry)—S, F, 4 to 8 ins., 6c; 8 to 12 ins., 8c.

**PRUNUS LAUROCERASUS OFFICIALIS** (English Cherry Laurel)—RC, 10c.

**PRUNUS LAUROCERASUS SCHIPKAENSIS** (Hardy Cherry Laurel)—RC, 10c.

**SPIRAEA ANTHONY WATERER**—T, F, Bushy, 4 to 6 ins., 10c; 6 to 9 ins., 15c; 9 to 12 ins., 20c.

**VIBURNUM BURKWOODI**—SWC, T, F, own root, 8 to 12 ins., 20c; 12 to 18 ins., 35c.

**VIBURNUM RHYTIDOPHYLLUM**—RC, 10c; T, F, 6 to 9 ins., 20c.

Order now from the list above. If you don't see your variety there, tell us what you are interested in. We have smaller quantities of numerous other varieties and sizes.

### TERMS

FREE PACKING: Rooted cuttings and liners in sphagnum moss and plastic sheet. F.O.B. Winchester, Tenn. Include payment covering parcel-post charges; otherwise shipped express collect. Established accounts—net 30 days. Strictly wholesale. Write on letterhead or send permit number.

### HARVEY TEMPLETON, JR.

phytotektor.  
U.S. HWYS. 64-41A  
WINCHESTER - TENNESSEE

### FALL CONTROL OF WEED SEEDLINGS PAYS

Tests during the past five years indicate the seedling weeds of annual bluegrass and chickweed may be killed easily during the fall or early winter. Herbicides like Chloro-IPC (CIPC) remain on the soil surface in sufficient quantity to give weed control until late spring. Other useful chemicals include the dinitro group, of which Dow Premerge and Sinox P E are examples. Crag herbicide and calcium cyanamide show promise in specific circumstance — namely, Crag I before weed seedlings appear and calcium cyanamide for warm, moist soils.

Chloro-IPC is available commercially as a liquid. For most uses, a dilution of a gallon of CIPC in 50 gallons of spray mix is useful for 5,000 to 7,000 feet of row treated so that the spray is directed below the foliage into the base of the plant and on a strip of soil about a foot to 18 inches wide. Double this rate, or one gallon of CIPC to 25 gallons of spray mix is useful for late fall and winter applications. Treatments of beds or lining-out areas should be calculated on a square foot basis; for example, one gallon of CIPC in 50 gallons of mix would cover 5,000

square feet of bed or soil surface. This would approximate one-half pint of CIPC in three gallons of spray mix for 300 square feet.

Dinitro sprays used as indicated for CIPC result in fast kill of weeds and long residual action for prevention of fresh weed seed germination in undisturbed soil, but injury to junipers and to tender growth is likely. Dinitros are more useful for rapid killing of larger weeds than seedlings in dormant deciduous woody nursery stock.

CIPC seems to be a good choice for dormant season weed control that will hold over through the spring until hoeing and cultivating bring up more seeds or until dust and weed seeds blow in. CIPC is a good grass killer and will at least restrain growth of both quack grass and artemisia. To be effective on these perennial weeds growing in established stock, a series of treatments is required through the growing season. Directional spraying can be used for minimum injury to the nursery stock. Where serious infestation of artemisia occurs, nursery stock should be removed and the soil rototilled several times. Shallow plowing to expose the stolons will permit effective use of CIPC or other herbicide on the roots of artemisia. A. M. S. P.

### Extensive Growers of



All under irrigation. Large mechanical digger assures entire root system. New 95' x 160' cold storage, keeps stock in perfect condition. Visit our nursery and see the superior quality of our stock. Book orders now for Fall and Spring delivery.

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TAHLEQUAH, OKLAHOMA

## SURPLUS STOCK

**Abelia grandiflora** Per 100 Per 1000  
(Glossy Abelia), field-grown

4 to 6 ins., C.....	\$ 3.50	\$ 25.00
6 to 12 ins., C.....	5.00	40.00
12 to 18 ins., 2-yr., C.....	8.50	75.00
18 to 24 ins., 2-yr., C.....	11.00	100.00
2 to 3 ft., 2-yr., C.....	20.00	150.00

**Hydrangea paniculata grandiflora**  
(Peegee Hydrangea)

4 to 6 ins., C.....	3.00	20.00
6 to 12 ins., C.....	4.50	35.00
12 to 18 ins., C.....	7.00	60.00
12 to 18 ins., 2-yr., C.....	8.50	75.00
18 to 24 ins., 2-yr., C.....	11.00	100.00
2 to 3 ft., 2-yr., C.....	20.00	150.00

**Spiraea vanhouttei**

(Van Houtte Spiraea)

4 to 6 ins., C.....	2.00	15.00
6 to 12 ins., C.....	3.50	25.00
9 to 12 ins., hedging.....	5.00	40.00
12 to 18 ins., C.....	5.00	40.00
12 to 18 ins., hedging.....	6.50	55.00
18 to 24 ins., 2-yr., well-br.	11.00	100.00
2 to 3 ft., 2-yr., well-br.	20.00	.....

**Cornus florida**

(White-flowering Dogwood)

12 to 18 ins., 2-yr., S.....	4.00	30.00
18 to 24 ins., 2-yr., S.....	5.00	40.00
2 to 3 ft., 2-yr., S.....	6.00	50.00
2 to 3 ft., well-br.....	35.00	.....
3 to 4 ft., well-br.....	60.00	.....
4 to 5 ft., well-br.....	90.00	.....
5 to 6 ft., well-br.....	130.00	.....
6 to 8 ft., well-br.....	180.00	.....

## NATIVE EVERGREENS

Collected stock

**Rhododendron maximum**, **Kalmia latifolia**, **Ilex opaca**, **Tsuga canadensis**  
Per 100 Per 1000

3 to 6 ins., S.....	\$2.50	\$20.00
6 to 9 ins., S.....	3.50	30.00
9 to 12 ins., S.....	5.50	50.00

**CUMBERLAND PLATEAU NURSERY**  
Rt. 1 CROSSVILLE, TENN.

## FRENCH GROWERS FROM ALGERIA SEE TEXAS ROSES

On a nation-wide tour of the United States, Mr. and Mrs. Louis Dieudonne, French nurserymen from Boufarik, Algeria, stopped at Tyler, Tex., October 14 and 15 to see how rosebushes are grown and processed in east Texas. They were conducted on a tour of rose fields and nursery processing and cold-storage buildings, where shipping is in full swing at this time of year, by Dr. Eldon Lyle, plant pathologist for the Texas Rose Research Foundation, and through the municipal rose garden by Dr. Lyle and Robert Sheldon, city park superintendent. Since they do not speak English, the Dieudonnes were accompanied by an interpreter whom the Conard-Pyle Co., West Grove, Pa., had secured for them on their arrival by plane in the United States.

The Dieudonne rose fields of about 100,000 bushes and citrus orchards are located in a fertile but arid valley in northern Algeria, about 25 miles from the Mediterranean seacoast. Rainfall being inadequate, plants are irrigated, and they plant more rosebushes to the acre than in east Texas, said Mr. Dieudonne. Their growing conditions more nearly resemble those of some of the Pacific coast nurseries. The Dieudonne firm has exclusive rights in Algeria to the new introductions of the famous French rose hybridizer, Francis Meilland.

## HOLMES AT MOUNT ARBOR

K. D. Holmes has joined Mount Arbor Nurseries, Shenandoah, Ia., in an executive capacity, according to an announcement by George L. Welch, president. Mr. Holmes has spent 27 years in the nursery industry and recently resigned as vice-president of the Shenandoah Nurseries, Shenandoah, Ia. He has been associated with all phases of the industry, including propagation, production and management.

## REPLANT CHICAGO GARDEN

Chicago's downtown garden, a project of the Garden Club of Illinois to beautify a section of the Chicago river front, was washed away during the city's recent flood before it had a real chance to become started, but plans are well under way to restore the damage and to proceed with additional plantings.

A week before the flood, which occurred in early October, the club

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## PINK DOGWOOD WHITE DOGWOOD

1, 2 and 3-yr.-old.

Evergreens

Broad-leaved Evergreens

Shade Trees

Flowering Crab Apples

Flowering Shrubs

Fruit Trees

Let us quote on your requirements.

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TULLAHOMA, TENN.

AMERICA'S BEST SOURCE  
FOR

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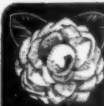
Deciduous Shrubs, Roses

Send us your want list

## LINERS

TAXUS — JUNIPERS — THUJAS  
HEMLOCKS — DEUTZIA GRACILIS  
and ROSEA — WEIGELA EVA  
RATHE — TRANSPLANTS AND  
POTTED PLANTS.

**HUMPHREYS LANDSCAPE SERVICE**  
MT. STERLING, KY.



## SEMME'S NURSERIES

AZALEAS - CAMELLIAS

and other choice evergreens

Wholesale Catalog SEMMES, ALA.

## FINISHED STOCK and LINERS

We solicit your inquiries.

## LAIRD'S NURSERIES

Route 2

RICHMOND, VA.

5 miles west of city on Broad St. Road

## CANNED PLANTS

Build profits with Wight's container-grown evergreens. Wide assortment, including Ilex, Magnolia, Camellias, Pyracantha. Ask for wholesale list.

**Wight NURSERIES** CAIRO, GA.

## DWARF BLUE-LEAVED ARCTIC WILLOW

(Salix Purpurea Nana)

Beautiful, new hedging shrub for all northern localities. Will thrive in practically any type of soil. Has fine-cut, bluish leaf and makes spectacular low-to-medium hedge. Should have full sun to develop to maximum attractiveness. 9 to 12 ins., 1-yr. stock, \$12.00 per 100, \$100.00 per 1000.

**BEARDSLEE NURSERY** PERRY, O.

planted 90 pounds of grass seed on a strip of land on the west bank of the river, but floodwaters washed away the seed. However, the Sod Nursery Co., Roselle, Ill., has donated enough sod to cover the damaged strip. Trees and shrubbery have also been planted in the area, as well as 3,000 white, red and yellow tulip bulbs. Flowering plants will be added during the spring planting season. Only plants hardy enough to withstand downtown atmospheric conditions are being used.

Nursery firms donating material to the garden include Vaughan's Seed Co., Chicago, grass seed; Fiore Nursery, Prairie View, Ill., trees and shrubs, and the Sod Nursery Co., previously mentioned.

#### FLORIDA CHAPTER ELECTS

Edward Brown, of Fort Meade, Fla., was elected president of the new Lake Region chapter of the Florida Nurserymen and Growers Association at an organizational meeting, held recently at Winter Haven.

The group of 25 nurserymen and growers also elected W. H. Schulz, Winter Haven, vice-president; Bill Raiden, Winter Haven, secretary-treasurer, and Mrs. Frank Seymour, Charles Megginson, David K. Stabler and Curtis Peterson, directors.

#### ARBORETUM ADDS COURSES

Beginning this fall, three elementary plant courses will be offered twice a year at the Arnold Arboretum, Harvard University, in addition to the field course which has been offered for several years.

The three courses — basic botany, plant propagation and tropical botany — require no technical knowledge or special background. Academic credit will not be given.

MRS. WILLETTE HUME, of the Norman C. Butts nursery, Atlanta, Ga., has taken over the land and buildings of the firm at 2240 Peachtree road, northeast. Mr. Butts will maintain offices at the location until his new nursery at Alpharetta is completed, and Mrs. Hume will continue to handle all business in the Atlanta area.

JONES & HALL NURSERIES, Jacksonville, Fla., recently held a formal opening of their new garden center store at 8204 Beach boulevard. The new garden center is operated in addition to a complete 1-stop nursery and garden center at 7806 Lem Turner road.

*Announcing:*

## 1st ANNUAL TRADE MEET of SOUTHERN NURSERYMEN'S ASSOCIATION

January 23 to 25, 1955

ROOSEVELT HOTEL

JACKSONVILLE, FLA.

*Plan now to attend.*

### SPECIAL AZALEA SALE

Due to rearrangement of nursery, block of 10,000 heavy liners, 30,000 liners and 5,000 finished plants of various sizes for sale. Mostly hard-to-get varieties—**GLENDAL, GABLE**, etc. Interested in selling entire lot. No reasonable offer refused. Inquiries solicited.

#### GLADSGAY GARDENS

6311 Three Chopt Rd.

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Telephone 88-2654

#### NEOSHO NURSERIES COMPANY

Neosho, Missouri

Send want list for prices on roses, evergreens, shrubs, fruit and shade trees. Hybrid Elm a specialty.

#### CHINESE CHESTNUT TREES

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	Per 100	Per 1000
10,000 1-yr., 6 to 9 ins....	\$ 5.50	\$ 50.00
5,000 2-yr., 18 to 24 ins..	25.00	200.00
20,000 2-yr., 2 to 3 ft....	30.00	250.00

F.O.B. Cowen, packing at cost. We have all popular sizes in seedlings and transplants for resale.

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Hardy Evergreen Chinese Privet

	Per 100	Per 1000
2-yr., 12 to 18 ins., T., br.	\$ 6.50	\$ 60.00
2-yr., 18 to 24 ins., T., heavy br.	9.50	85.00
2-yr., 2 to 3 ft., T., heavy br.	12.50	110.00
3-yr., 3 to 4 ft., T., heavy br.	22.50	200.00

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(Salix Rosmarinifolia)

Very attractive fine-textured specimen shrub. Long narrow linear leaves, bluish-green above, white underneath. Stems rich mahogany. Compact upright growth.

Available in 1-yr. stock only....\$1.00 each.  
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Azaleas, Camellias  
and Magnolias  
our  
specialties.

Semmes, Ala.



### ELM DISEASE NEAR CHICAGO

The first known case of Dutch elm disease to be found in Cook county, Illinois, has been diagnosed in a tree at 3703 Arthur terrace, Markham, Ill., Dr. J. C. Carter, plant pathologist with the Illinois Natural History Survey, Urbana, Ill., reported October 18.

The branch sample from which the disease was diagnosed in the survey's laboratory was sent to Dr. Carter by Noel B. Wysong, chief forester of the Cook county forest preserve district, which is serving as a clearinghouse of information about the disease.

It has been found in 54 Illinois counties. One infected tree recently was found at Highland Park, Ill., and another at Aurora, Ill. Mr. Wysong said discovery of the infected tree in Cook county, "re-emphasizes the importance of measures to control the spread of Dutch elm disease in the county and in Chicago."

### Stan Says —

Plant *Dennstaedtia punctilobula*, hayscented fern, in front of *Kalmia latifolia*, mountain laurel. At the time the *kalmia* is in bloom, this fern is in the stage of most delicate beauty. Most ferns, incidentally, can be moved any time of the year; if it is necessary to move them in mid-summer, the leaves may be disregarded, for they will break anyway. The tops should be cut off about six inches above the ground. Some weak growth may come up, but the following spring the fern will make its usual vigorous growth.

The botanical name *Polystichum acrostichoides* would kill almost any fern, but the common name, Christmas fern, makes up for what is lacking in the highbrow name. This fern grows to only 18 inches in height, but the leaves stay a nice green all summer and into the winter. It is a deep green that makes the plant look like it has just visited the bathroom and washed its face. Some shrub and evergreen nurserymen should plant 50 or 100 Christmas ferns and enjoy them the rest of their lives.

In late spring or summer and during early fall months, branches from scrub trees or large shrubs should be used as windbreaks for perishable material being transplanted by open truck. The cut branches will also offer partial shade from the sun. When burlap is used to wrap the tops of evergreens or shrubs in full leaf, porous material should be used. The air can go through and there will be no heating, which could occur when tight-weave burlap is used.

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AMERICAN and HOLLAND GROWN BULBS  
229 Oak St. RIDGEWOOD, N. J.

## FUTURE EVERGREENS

[Continued from page 13]

while not flourishing in our parks, shows slow, steady growth (not a bad trait in an ornamental evergreen) and is now averaging about 22 feet in height after 30-odd years. From our experience, and the accepted fact that this species does not thrive in the eastern states, but can be grown, it would seem that this tree does have merit as an ornamental which would not outgrow its usefulness before giving a satisfactory period of practical service.

Other firs which have done well in our parks, where large trees were wanted, are *A. concolor*, *A. homolepis umbellata* and *A. veitchii olivacea*. All three of these species thrive in the east and make handsome trees of little trouble in keeping clean and vigorous. We also have some fairly well-matured Greek firs, *Abies cephalonica*, and young plants of the variety *Apollinis* which are making rapid growth and give promise of practical value in park use. *Pseudotsuga pendula* is one of our truly magnificent firs and should be seen wherever it can possibly be grown. *Abies nordmanniana*, native to the Caucasus and Asia Minor, and its varietal form *tortifolia* are handsome, hardy enough trees to be more generally used and should be better known. None of these species seems to be affected by any seriously damaging insect pest or blight, at least thus far under our observation, and good use can be made of these beautiful evergreens in the replacement of aged, deteriorated spruces and borer-ridden white pines in badly infested areas.

## Good Shrubs Overlooked

Of the many hardy good-looking shrubs which have been in cultivation for many years and are of easy culture, many of the finest are not being offered in the trade, save in few instances, while inferior species of the genus are continually advertised. For instance, just why nurserymen should list *Hamamelis virginiana* and the less hardy *H. vernalis*, while ignoring the Asiatic species, is hard to understand. There are no more attractive witch hazels than *H. mollis* and *H. japonica*, especially when blooming in the snow-covered landscape. Both these species are quite reliable in most parts of our zone; though perhaps less hardy than *H. virginiana*, they are definitely more so than *vernalis* and of much more pleasing growth habit than either of the natives. In size, both Asiatic species exceed the native

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Uniform type, grown from cuttings, medium-size leaf, bushy.

	Each
12 to 15 ins., B&B.....	\$1.00
15 to 18 ins., B&B.....	1.25
18 to 24 ins., B&B.....	1.50
2 to 3 ft., B&B.....	1.75

Ask for prices on *Taxus capitata*, 3 to 8 ft.  
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Truckload lots to the nursery trade, F.O.B. Lexington, Ky.  
Credit extended to those who have established it; otherwise, cash.

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LEXINGTON, KY.PINK FLOWERING  
DOGWOOD

<i>Cornus Florida Rubra</i>	Per 10	Per 100
6 to 12 ins., 1-yr.....	\$ 6.00	\$ 50.00
12 to 18 ins., 1-yr.....	8.50	75.00
18 to 24 ins., 1-yr.....	12.50	100.00
24 to 30 ins., 1-yr.....	15.00	125.00
30 to 36 ins., 2-yr.....	17.50	150.00
3 to 4 ft., 2-yr.....	30.00	250.00
4 to 5 ft., 3-yr.....	50.00	400.00

<i>Cornus Florida (White-flowering Dogwood)</i>	Per 100	Per 1000
4 to 6 ins., S.....	2.00	\$ 17.50
6 to 12 ins., S.....	3.00	20.00
12 to 18 ins., S.....	4.00	30.00
18 to 24 ins., S.....	5.00	45.00
18 to 24 ins., br.....	30.00	250.00
2 to 3 ft., br.....	30.00	400.00
3 to 4 ft., br.....	75.00	600.00
4 to 5 ft., br.....	125.00	.....

Bloom buds, \$1.00 extra per plant.

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All well branched

**AMISK**, pink with darker veins;  
**ARROW**, pomegranate-purple;  
**COWICHAN**, very early bloomer, deep  
pink-bronze foliage; **GENEVA**, large,  
dark red; **MAKAMIK**, deep rose;  
**ROSSEAU**, large, dark reddish-pink;  
**SCUGOG**, amaranth-purple; **SIMCOE**,  
large, rose-pink, bronze foliage;  
**SISSIPUK**, a prolonged bloomer, rose  
with white center.

	Each per 10	Each per 100	Each per 1000
18 to 24 ins. ....	\$0.55	\$0.50	\$0.45
2 to 3 ft. ....	.70	.65	.60
3 to 4 ft. ....	.75	.70	.65
4 to 5 ft. ....	.90	.85	.75
5 to 6 ft. ....	1.00	.90	.80
6 to 8 ft. ....	1.10	1.00	.90

### CUT-LEAVED WEEPING BIRCH

(Betula laciniata)

Well branched, very fibrous roots.

3 to 4 ft. ....	1.25	1.20	1.10
4 to 5 ft. ....	1.40	1.25	1.15
5 to 6 ft. ....	2.00	1.90	1.80
6 to 8 ft. ....	2.20	2.00	1.90
8 to 10 ft. ....	3.00	2.75	2.65

### WHITE BIRCH (Betula alba)

1 to 3 ft. ....	.20	.18	.17
3 to 4 ft. ....	.40	.35	.33
4 to 5 ft. ....	.65	.60	.55
5 to 6 ft. ....	.70	.65	.60
6 to 8 ft. ....	.90	.80	.70
8 to 10 ft. ....	1.00	.90	.85
10 to 12 ft. ....	1.10	1.00	.95

### MONTMORENCY CHERRY

(All from virus-free stock)

$\frac{1}{2}$ and over, 5 to 6 ft. ....	.90	.80	.75
$\frac{3}{8}$ to $\frac{1}{2}$ , 4 to 5 ft. ....	.80	.70	.65
$\frac{1}{2}$ to $\frac{3}{4}$ , 4 ft. ....	.60	.55	.50
$\frac{3}{4}$ to $\frac{1}{2}$ , 3 to 4 ft. ....	.30	.25	.20
$\frac{3}{4}$ to $\frac{1}{2}$ , 2 to 3 ft. ....	.15	.10	..

### SWEET CHERRIES

2-yr. old, well br. In the following varieties: **BING**, **BLACK TARTARIAN**,  
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11/16-in. cal. and up .....	1.10	1.00	.95
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7/16 to 9/16-in. cal. ....	.85	.80	.75
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3/16 to 5/16-in. cal. ....	.30	.25	.20

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FLORAL GARDENS INC.  
ROSLYN HEIGHTS, N. Y.

plants, but at full maturity in our parks fall far short of the development attained when at home. However, they are tolerant to the shears and can easily be kept within bounds when properly used. The red-flowered variety of *H. mollis* is effective when placed among the golden yellow flowered type. The variety flavo-purpurascens of *H. japonica* has reddish petals and sepals of dark purple on the inside, and the species type has bright yellow petals with sepals often tinged with purple. The flowers of both *H. mollis* and *japonica* are considerably larger than those of our native species, and their early bloom, often in midwinter and usually February in our area, is a welcome sight in the drab winter scene. The fall coloring of the Asiatics varies from clear yellow on some plants to deep orange, sometimes purplish tinted on others.

### Two Scale-Leaved Evergreens

Along with the larger shrubs, there are two handsome scale-leaved evergreens which might well be considered in our search for durable, easily grown ornamentals. Both are doing well at Rochester and after 30-odd years seem to be of practical growth rate and size attainment for use as either specimens or in mass plantings where moderate-size trees are wanted. *Thuja standishi*, the Japanese arborvitae, is now 16 to 18 feet and an attractive light green tree with broad pyramidal contour; its slightly drooping branchlet tips give this species an unusually graceful appearance. Sharing its kin's dislike for contaminated city atmosphere and subject to scalding if too exposed to bad conditions, but thoroughly hardy, *T. standishi* will be at its best in suburban areas where summers are not too hot and dry.

*Chamaecyparis nootkatensis*, the Sitka cypress, is a few feet taller at about the same age and is in perfect condition. While this is not so showy as some of the horticultural forms of this and other species, the fine habit and deep bluish-green foliage make this tree an evergreen of striking beauty and fine broad pyramidal outline. Native from Alaska southward to Oregon, this species is extremely hardy and from observation should thrive in average temperate zone conditions.

A well-behaved shrub of the witch hazel family, attractive both in its early bloom and fall color, is *fothergilla*. This fine addition to the choice of shrubs now generally available is another plant too little known and used. Of somewhat upright

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habit, with branchlets tipped with many spikes of fragrant white flowers. *F. major* grows to about six feet in our parks and makes a delightful contribution to border and low screen plantings. The species *monticola* matures at less height, about four feet, and is similar to the preceding, but has larger spikes and tends to more spreading growth. Both species have good foliage, much like the witch hazel, offering brilliant yellow to scarlet in autumn when not growing in too deep shade. While these two species are native to the southeastern states, they have done well in Rochester parks.

A desirable addition to border plantings, where *Cercis canadensis* is a little too tall, is this species' Asiatic counterpart, *C. chinensis*, which is more of a shrub than tree in cultivation and, at least in our experience, a much slower-growing form. Easily grown from seeds, but a bit cranky about getting started, this species has proved thoroughly hardy in our vicinity and, once established, gives many years of pleasing bloom and good clear yellow fall color.

Here should be considered the white-flowered form of *Cercis canadensis*, almost entirely missing from nursery offerings. Though a small tree, like the species type, this variety tends to develop a more densely branched, symmetric head and with a little attention while growing on can be "tailored" to a good-looking little specimen tree or arborescent shrub.

#### A Handsome Large Shrub

*Xanthoceras sorbifolia* is one of the most handsome of the larger shrubs ever brought into cultivation, and yet one finds specimens of this excellent plant few and far between. Its commendable characteristics are many; it is hardy, indifferent to soil or shade and adaptable to dry situations, requiring minimum care. Its large racemes of red-throated, white flowers and its shining foliage, remaining bright green late into fall, make this broadly upright, rather compact plant a shrub of unusual beauty throughout its annual cycle. The one bad feature of this fine shrub is the fact that transplanting is difficult, although far from impossible; long, fleshy roots with scanty fibrous development near the crown make it necessary to use great care in moving, lest too many of the feeding roots be lost. Once established, this splendid plant gives many years of gratifying service. A little extra care of lined-out nursery stock goes a

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long way toward overcoming exces-  
sive loss in transplanting.

Most nurseries list smoke trees, but almost always they are *Cotinus americanus*, which soon attains tree-like height, develops much wood and is generally far less desirable than the Eurasian species, *Cotinus coggygria*. Few native plants seen by this writer equal in color or duration the more attractive fruiting panicles of the imported species growing in our parks; often lasting four to six weeks, the fluffy, really purple clusters covering these plants are a delightful sight. A bit difficult to get started, once established, this durable shrub of from five to six feet and about as broad takes little attention to maintain.

*Viburnum* offers many fine species well adapted for many uses. While some are good-size shrubs, some even treelike in maturity, some of the smaller species should be more generally known and used. Greatly differing in size, flowering time and habit, there are over 100 known species and forms likely hardy in the north temperate regions, but too few of the best are generally available. Some horticulturists condemn most species because of the offensive odor of flowers and fruit, truly disagreeable in many plants, but *viburnum* flowers are admittedly unsuited for cut flower uses, and these shrubs need not be planted along walks or under living room windows; of more importance are their serviceable features when properly used in border plantings or as lawn specimens.

## Finest Viburnums Are Asiatic

With but few exceptions, the finest *viburnum* species are of Asiatic origin, native to China, Japan and Korea, and the following four have proved excellent plants in our Rochester park plantings. Maturing at six to nine feet under ordinary conditions and with but little care, they are easily kept to less height by proper pruning; however, unlike most native species, they are reluctant to regenerate rapidly from completely cropped crowns.

*V. dilatatum* is one of the best, being a well-behaved, attractively formed bush of free-flowering habit and with prolific red fruit persisting into the winter months. *V. wrightii* is another handsome *viburnum*, with showy bright red fruit and attractive fall foliage. Of more upright-growing habit than *dilatatum* and a little larger-leaved, this species develops a less bushy head.

*Viburnum tomentosum* has an

unusual branch formation, spreading in horizontal layer-like structure; flowers are borne along the top side of the branches, giving them a frosted appearance, and the abundant red fruit is showy as well. This species makes a splendid specimen plant, especially the variety *mariesi* and the form called Japanese snowball, which is generously covered with large cymes of sterile flowers. *V. sieboldi* is the aristocrat among viburnums; handsome in its lustrous, deep green foliage contrasting the creamy-white flowers, this vigorous plant is a most pleasing shrub and should have greater use. The native species are pretty well known, but such well-appearing plants as *V. cassinoides*, one of the smaller types, which is attractive in its good color foliage and habit of displaying fruit of green, pink and purple in the same cyme, should certainly be more often listed for general use.

Of the trees and shrubs considered above, most are by no means new discoveries, but too many of them are to be found only in arboretum plantings and botanical gardens. It is the purpose and hope of this writer that more of these useful plants will come into general use and become available to the planter of small home grounds.

Jacob Gerling, author of the foregoing article, is superintendent of building maintenance, parks and playgrounds for the city of Rochester, N. Y. Illustrations accompanying this article, as well as the cover illustration for this issue, have been supplied by Mr. Gerling.

### ALL-AMERICA SEED TRIALS

Applications for registration and trial of seeds in the All-America Selections competition for 1955 are now available, according to a recent announcement. All introductions believed to be sufficiently different from and superior to those already available, whether from public or private sources, may be entered in the competition. The closing date for receiving entries for 1955 is February 1, although, to afford proper trial, many types of seeds should be planted before that date and therefore should be registered sooner.

According to the rules, 27 sample packets of seeds, each sufficient for planting at least a 30-foot row, or a minimum of 100 seeds, are required of each entry. There is a registration fee of \$40. Applications and full instructions on the 1955 trials may be obtained from W. Ray Hastings, Box 675, Harrisburg, Pa.



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A. A. R. S.

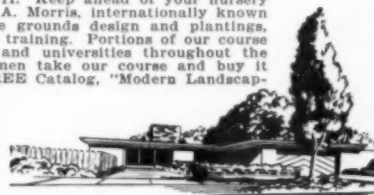
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### NURSERYMEN EXHIBIT AT LOS ANGELES FAIR

Amid giant banana trees and quaint Polynesian bamboo huts, seven California Association of Nurserymen member nurseries from the southern California area exhibited landscaped plots of tropical material in the Gardens and Flowers building during the annual Los Angeles county fair at Pomona, September 17 to October 3.

Viewed by more than 1,000,000 visitors, the displays followed the theme of "A Polynesian Village," with a vast collection of ferns, palms, bamboos and philodendrons, arranged attractively around the props furnished by Victor Pinckney, manager of the horticultural building.

Top prize money was won by Rosedale's Nurseries, Monrovia, for the best plant culture, and by Gilliland Gardens, Upland, for the most unusual display.

In addition to the exhibits in the main nursery wing, other C. A. N. members joined the show in the central cut flower room and on the landscaped hillside, south of the building. On a noncompetitive basis, the Los Angeles chapter of the C. A. N. exhibited a display at the far end of the main room between the individual nursery layouts.

As the visitors entered the main entry doors of the cut flower building, they could inspect a comprehensive group of named varieties of African violets, arranged on a circular, tiered table by the Buena Park Greenhouses, Buena Park. Directly in the center of this area and at the base of a large elevated bird cage, Roy F. Wilcox & Co., Montebello, had placed a fine collection of specimen indoor foliage plants.

At the left in the nursery wing, the visitor saw the following exhibits and featured plants:

Balster's Nursery, Westminster, displayed groups of shrub and tree ferns centered by banks of colorful coleus. Tomlinson's Select Nurseries, Whittier, exhibited large tree ferns and specimen bananas, heavy clumps of bamboo and clusters of Bougainvillea Temple Fire. Groups of scheflera, senecio, ferns and coleus were

shown by Henson's Garden Supply, Buena Park. The Los Angeles chapter of the C. A. N. featured large Strelitzia nicolai, Dombeya wallachi, dwarf palms, bamboos and ginger supplied by Uceda Garden Nursery, South Gate; Chuck's Nursery, Covina; Rosedale's Nurseries, Monrovia; Coolidge Rare Plant Gardens, Pasadena, and Tuttle Bros. Nurseries, Altadena. Banks of azaleas were displayed by Ramona Gardens, Pasadena. Solid masses of variegated phormium, melianthus, hibiscus, bamboo, fatsia, ginger and raphiolepis were arranged in a garden scene around a Polynesian hut by Gilliland Gardens, Upland. Endo's

Wayside Gardens, Whittier, had large tree ferns, aloe, Philodendron selloum and the brown-striped Musa zebrina. Rosedale's Nurseries, Monrovia, exhibited large, spreading Philodendron selloum, azaleas in bloom, huge Dieffenbachia picta and unique clumps of equisetum.

On the hillside, south of the building, the visitor could study a large array of ground covers set up by Perry's Plants, Montebello, with convenient, readable variety labels on all items. In the same plot were groups of blooming rose plants supplied by California Roses, Inc., Puente, arranged about a circular path.

Just beyond this display was a Japanese garden, complete with pool and cast Japanese figures, by R. W. Smith Co., Pasadena. Dwarf pines edged over the pool, and clumps of equisetum arose above the water, with the entire scene backgrounded by bamboo.

Winner of the trophy for the best

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landscape design was the display of Sayfarth's Padua Hills Gardens, Claremont. Constructed around a tumbling waterfall, the exhibit featured small pines, ferns, azaleas and bamboo tucked in among the rocks.

Among the commercial exhibits in the building's west wing were those of Bandini Fertilizer Co., Los Angeles; California Spray Chemical Corp., Whittier and Richmond; Swift & Co., Los Angeles; Kellogg Supply Co., Los Angeles, and Germain's, Inc., Los Angeles. Germain's invited a southern California area nursery firm to operate its booth and share in the profits during each day of the 17-day fair.

Ed. McNeill

### PENINSULA CHAPTER MEET

Installation of officers and a talk on safety in the nursery were features of the October meeting of the Peninsula chapter of the California Association of Nurserymen, held at the Hawaiian Gardens, San Jose, Calif.

Donald Perry, newly elected vice-president of the C. A. N., installed William E. Schmidt, Schmidt Nursery, Palo Alto, as president; Walter Borchers, W. B. Clarke & Co., San Jose, as vice-president; John Coulter, Coulter Nursery, San Carlos, as secretary, and Juell L. Christensen, Christensen Nursery Co., Belmont, treasurer. Both Mr. Christensen and Mr. Schmidt have served as officers or directors of the chapter since its inception five years ago, and both were active in organizing the chapter.

Elliott Freeman, safety engineer for the state compensation insurance fund, told how nurserymen could obtain substantial refunds on their insurance premiums by enforcing ordinary safety precautions among their employees. Accidents by lifting heavy material account for many nursery claims. Mr. Freeman illustrated with charts the correct posture required to lift heavy objects without back strain or injury. He cautioned the nurserymen against keeping paths obstructed with plants and boxes and demonstrated through the use of charts the correct method of using ladders and the importance of keeping ladders in good repair.

Guests included Jack McDonnell, Ray D. Hartman and Clyde Stocking, of San Jose, and Herman Sandkuhle, Jr., of Oakland, all past presidents of the state association. Others present were Roy Burr, new salesman for W. B. Clarke & Co., and his wife.

Herman Sandkuhle introduced his



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## SHADE AND ORNAMENTAL TREES

### Birch, Cut-Leaf Weeping

(*Betula alba laciniata pendula*)  
9 to 10 ft., br.  
3 to 3 ft., br.  
7 to 5 ft., br.

### Birch, Pyramidal European White

(*Betula alba fastigiata*)  
6 to 7 ft., br.  
5 to 6 ft., br.  
4 to 5 ft., br.  
3 to 4 ft., br.

### Birch, Young's Weeping

(*Betula alba youngi*)  
5 to 6 ft., br.  
4 to 5 ft., br.

### Crab Apple, Flowering

**Almey**  
3 to 4 ft., br.  
2 to 3 ft.

### Atroragulines

3 to 4 ft., br.  
4 to 5 ft., whips  
3 to 4 ft., whips

### Bechtel

2 to 3 ft., br.  
13 to 24 ins.

### Floribunda

3 to 4 ft., br.

### Floribunda purpurea

2 to 4 ft., br.  
3 to 4 ft., whips  
2 to 3 ft., whips

### Hopa

4 to 5 ft., br.  
3 to 4 ft., br.

### Niedzwetzkyana

(Red vein Crab Apple)  
3 to 4 ft., br.

4 to 5 ft., whips  
3 to 4 ft., whips  
2 to 3 ft.

### Red Silver

3 to 4 ft., br.

3 to 4 ft., whips  
2 to 3 ft.

### Scheldekeri

3 to 4 ft., br.  
2 to 3 ft.

### Elm, Chinese (*Ulmus pumila*)

10 ft. and up, 1 1/4 to 1 1/2-in. cal., T.

3 to 10 ft., 1 to 1 1/4-in. cal., T.

6 to 8 ft., 3/4 to 1-in. cal., T.

5 to 6 ft., 1/2 to 3/4-in. cal., T.

### Elm, Chinese (*Ulmus pumila*), seedlings

4 to 5 ft., root-pruned

3 to 4 ft., root-pruned

2 to 3 ft.

18 to 24 ins.

12 to 18 ins.

### Maple, Crimson King

(*Acer platanoides schwedleri nigra*)

Plant Patent No. 735

4 to 5 ft., whips

3 to 4 ft., whips

2 to 3 ft., whips

### Maple, Norway

1-yr. whips, 3-yr. roots, all once transplanted.

6 to 7 ft.

5 to 6 ft.

4 to 5 ft.

3 to 4 ft.

### Maple, Norway Pyramidal

(*Acer platanoides ascendens*)

4 to 5 ft., whips

3 to 4 ft., whips

### Maple, Red (*Acer rubrum*)

10 ft. and up, 1 1/4 to 1 1/2-in. cal., br.

8 to 10 ft., br.

### Mountain Ash, European, 8 to 10 ft., br.

### Plums (*Ornamental prunus*)

**Birciana** 4 to 5 ft., br.

**Cistena** 4 to 5 ft., bush form

3 to 4 ft., bush form

**Newport** 4 to 5 ft., br.

3 to 4 ft., br.

4 to 5 ft., whips

**Thundercloud** 4 to 5 ft., br.

3 to 4 ft., br.

4 to 5 ft., whips

3 to 4 ft., whips

### FRUIT TREE SEEDLINGS

### AND CUTTINGS

All of our Mahaleb, Mazzard and Myrobalan seedlings herein listed are root-pruned in the seedling beds, which produces uniform, fibrous, branched root systems.

**Mazzard**

No. 2, 2/16 to 3/16-in. cal.

No. 3, about 2/16-in. cal.

### Myrobalan

No. 1, 3/16 to 1/2-in. cal.

No. 2, 2/16 to 3/16-in. cal.

No. 3, about 2/16-in. cal.

### Quince, Angers

1/2-in. cal. and up, R.C.

No. 1, 3/16 to 1/2-in. cal., R.C.

No. 2, 2/16 to 3/16-in. cal., R.C.

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sister, Mrs. Ruth Kirby, who has recently purchased the Ruhl-Wheeler Nursery Co., San Jose. Her husband, an attorney at San Jose, was also present. Also at the meeting were Mrs. Sandkuhle, and Ernest Triplett and Clifford Thompson, of Northrup, King & Co., Berkeley.

At the plant material round table, Maunsell Van Rensselaer introduced Max Watson, of Santa Clara, who grows 81 varieties of eucalyptus at his nursery near the corner of Bayshore and Coffin roads. He showed a sample of the rare spinwheel eucalyptus from Tasmania, as well as *E. torquata* and *E. macarthurii*.

Albert Wilson, of Menlo Park, exhibited a specimen of *Juniperus libretoni glauca*, and John Coulter displayed a collection of berried pyracanthas. Edward Carman, Carman's Nursery, Campbell, showed *Sedum sieboldi* and *S. morganianum*, two succulents at their best at this season.

The meeting ended on a note of sadness when it was announced by President Schmidt that Paul Lerner, well-known nurseryman in the bay area and salesman for W. B. Clarke & Co., had passed away suddenly the morning of the meeting.

## SHRUB OF THE MONTH CLUB

A new project of the Red Hill Nursery, San Anselmo, Calif., is the unique Shrub of the Month Club, which has been in existence only a few months and already has a membership of more than 150.

Customer-members are entitled to 12 shrubs of their own choice each year. To aid members in making the important choices, Jack Alvarado, nursery manager, publishes a monthly list of popular shrubs that are available at the nursery.

When the first shrub is delivered to a member, Bill Miles, garden consultant, goes along to make suggestions, give advice and answer questions. Later, the member is entitled to consult Mr. Miles at the nursery if the plant is not doing so well as expected or if there are other garden problems which need to be solved.

A SON, Thomas Edward, was born to John W. Kelly, of Kelly Bros. Nurseries, Inc., at Dansville, N. Y., and his wife, October 12. The family also has three daughters.

JOHN YODATH, of Youdath's Nursery, Banning, Calif., has opened a new retail outlet at 1250 East Sixth street, Banning. He will still maintain his nursery at 1250 Palm street.

## MAHONIA AQUIFOLIUM

(Oregon-Washington Holly-Grape)

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## Bulletins Received

### PRAIRIE HOME ORCHARD

The establishment and care of the home orchard in the northern Great plains are covered thoroughly in a 68-page bulletin, publication 901 issued by the experimental farm service of the Canada department of agriculture, written by W. R. Leslie, superintendent of the Dominion experimental station at Morden, Manitoba. The author is well-known to the nurserymen of that area who will be pleased to recommend this valuable booklet to home orchardists or to use it for reference themselves. The price of the publication is noted on the cover as 25 cents.

The bulletin covers the preliminaries of site selection and planning the orchard layout. Pruning of various types is discussed, as well as wound treatment, supports and cultivation. Nutritive problems and irrigation are covered, as are the various steps in fruit growing. Propagation, pests and kinds of fruit are briefly treated, as well as other related topics. Illustrations and charts add to the interest and usefulness of this publication.

### FLOWER GUIDE PUBLISHED

The United States Department of Agriculture has published a new guide to publications on popular flowers of the United States and Alaska. The bibliography is expected to be useful to commercial flower growers and amateur botanists interested in particular localities.

It lists by author and describes briefly 114 popular flower publications by region and 212 wild plant publications of various individual states.

Bibliographical bulletin 23 of the U. S. Department of Agriculture may be obtained from the Superintendent of Documents, U. S. Government Printing Office, Washington 25, D. C., at 25 cents per copy.

### PEST CONTROL CIRCULAR

A pamphlet with much information for commercial fruit growers confronted with the perennial problems of pest damage to their crops is circular 706, "Pest Control in Commercial Fruit Plantings," prepared by the University of Illinois college of agriculture extension service in cooperation with the Illinois State Natural History Survey. The work consists of 36 pages in which

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are described the basic steps for any-one contemplating pest control measures. The booklet includes spray schedules for a number of common commercial fruit crops and a discussion of the available pesticides, their identification and compatibility with each other.

Spray schedules are given for summer, fall and winter apples, peaches and apricots, pears, plums, cherries, brambles, currants, gooseberries, grapes and strawberries. The last few pages of the pamphlet are devoted to charts showing the brand names, chemical compositions and uses of the chief pesticides and the effects, advantageous or disadvantageous, of combinations of these materials. The pamphlet also includes a spray record to be used by the fruit grower when applying control materials. Circular 706 may be obtained by writing the Illinois agricultural extension service, Urbana, Ill.

**WEED CONTROL**

A bulletin, "Control of Weeds in Forest Nurseries with Mineral Spirits," covering research work done by Joseph H. Stoeckeler, Northern Lakes forest research center, Lake States forest experiment station, Rhinelander, Wis., has been published as a reprint from the "Advances in Chemistry" series. The bulletin is based on a survey inquiring as to nurserymen's experience with mineral spirits as a selective herbicide in conifer nurseries. The bulletin points out that petroleum naphthas are being successfully used in coniferous nurseries as selective herbicides at dosages of 14 to 75 gallons to the acre, applied as a foliage spray at pressures of 50 to 100 pounds per square inch. The bulletin also describes the equipment used in application. It is stated in the bulletin that savings by control of weeds by this method may range from 40 to 90 per cent, compared with the cost of hand weeding of first-year seedbeds. Copies of the bulletin may be secured from Mr. Stoeckeler at the address mentioned above.

**INSECTICIDES**

Applying insecticides from aircraft is the subject of a new bulletin by the United States Department of Agriculture.

"How to Spray the Aircraft Way" provides a basis for appraising the value of aircraft spraying and tells how to plan spraying jobs to suit



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- D.P.-141 Jungfrau 'Snow Queen' x Alexanderi 'Westonbirt'
- D.P.-145 President Wilson (white) x Alexanderi 'Westonbirt'
- D.P.-150 Alexanderi 'Westonbirt' x Pauwelsii 'Comte d'Hemphinne'
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individual needs. It gives information about such matters as equipment, aircraft performance, safety and calculating pesticide mixtures.

A single free copy of the bulletin (No. 2062) may be obtained from the Office of Information, United States Department of Agriculture, Washington 25, D. C.

### ARTICLE WARNS OF FRAUDS IN TREE CARE

"Watch Out for Tree Quacks" is the title of an article appearing in the November, 1954, issue of American Home magazine. The article is designed to bring to the attention of the public fraudulent operators in the field of arboriculture, who, in addition to fleecing homeowners of money, often injure or kill the trees they are paid to help.

The article points out that it is easy for such fraudulent operators to do business because in most states arboriculture has not received proper recognition as the art and science which it is.

Professional arborists have long recognized the danger which exists from quack operators and will no doubt welcome the assistance of a consumer magazine in apprising the public of the peril.

## Highest Honor Given by A. R. S.

CARROUSEL was one of two roses awarded the Gold Certificate by the American Rose Society at its 55th annual meeting in September in Syracuse, N. Y. This award is not given annually, but only when an exceptional variety has proven to be outstanding by being grown for several years with marked success by rosarians in every part of the country.

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## AZALEAS

Specimen landscape material. Indica alba and Ledifolia alba, 20 to 36 ins. Call for appointment.  
WATERLOO GARDENS  
Rt. 20, Devon, Pa.  
Phone: Wayne 1935

AZALEA HINODEGIRI, 5 to 6-in. spread; fine plants, field-grown in peat moss, \$35.00 per 100. H. W. RISCH NURSERY, Absecon, N. J.

Quick—Convenient—Cheap!  
Selling through the Classified Ads  
of the American Nurseryman.

## BERRY PLANTS

### RASPBERRY PLANTS

Revolutionary new Durham off-season red raspberry plants. Bears mid-August to mid-October. Cut all canes back to the ground each fall; crop comes on the new growth each year. Eliminates winterkilling. Up to 3/16 in., \$50.00 per 1000; 3/16 in. to 1/4 in., \$75.00 per 1000; 1/4 in. and up, \$85.00 per 1000. Also Madawaska, red raspberry bearing two weeks earlier than Latham, 3/16 in. and up, \$85.00 per 1000. September Everbearing Raspberry, the best two crops a year, 3/16 in. and up, \$100.00 per 1000. All F.O.B. shipping point. Write for free catalog.  
Strawberries—25 standard and everbearing varieties.

WALTER K. MORRIS & SON  
Bradford, Mass.

RASPBERRIES  
DURHAM AND SEPTEMBER  
New fall-bearing reds.

Per 100 Per 1000  
No. 2 plants ..... \$ 8.00 \$ 70.00  
No. 1, 3/16 to 1/4-in. cal. .... 9.50 85.00  
Heavy, 5/16-in. cal. and up .. 12.00 100.00  
Heavy transplants ..... 13.50 112.00  
Doubly inspected. Cash. Free packing.

WHEELCOCK WILSON NURSERY  
Marshalltown, Ia.

### STRAWBERRY PLANTS

Blakemore strawberry plants, \$6.00 per 1000. Mastodon everbearing strawberry plants, \$8.00 per 1000.

OTIS PACK & SONS NURSERY  
Rt. 5, McMinnville, Tenn.

## BULBS AND TUBERS

### HOLLAND-GROWN BULBS

DARWIN TULIPS, first size, 11 to 12 cm., 5c ea. Jubilee, blue; Wm. Pitt, red; Pride of Haarlem, red; Yellow Giant, yellow; Princess Elizabeth, rose; Wm. Copland, lavender; Queen of Night, blue-black; Zwaneburg, white; Bartigon, dark red; Clara Butt, pink; Dido, salmon-orange; Kansas, white with yellow center.

PARROT TULIPS, 7 1/2 c ea.  
Blue Parrot, blue; Fantasy, rose inside salmon; Orange Favorite, orange; Sunshine, bright yellow; Therese, fiery rose scarlet, large-flowering.

REMBRANDT TULIPS, 7 1/2 c ea.  
Cordell Hull, variegated white and red.

COTTAGE TULIPS, 7 1/2 c ea.  
Marjorie Bowen, pink and salmon; G. W. Leak, crimson and orange.

FOSTER TULIPS, 10c ea.  
Red Emperor, large brilliant scarlet.

HYACINTHS, bedding size, 15 to 16 cm., 10c ea. Pink Pearl, deep rose; La Victoire, brilliant carmine-red; L'Innocence, pure white; Bismarck, sky-blue; King of the Blues, deep blue; City of Haarlem, golden-yellow.

CROCUS, blooming size, 7 to 8 cm., 4c ea. King of the Blues, King of the White, Golden Yellow and King of the Striped, white and blue.

MUSCARI (Grape Hyacinth), 2c ea.

SCILLA camp, mixed, 2 1/2 c ea.

SNOWDROPS, 8 to 9 cm., 4c ea.

GIANT YELLOW TRUMPET DAFFODILS, King Alfred and Solaro, 6 1/2 c ea. Golden Harvest and Music Hall, 7 1/2 c ea.

DUTCH IRIS, 8 to 9 cm., 5c ea.

Golden Harvest, White Excelsior and Wedgwood.

PAPER WHITE NARCISSUS, 5c ea.

MADONNA LILY, extra large, 30c ea.

BENTON COUNTY NURSERY CO., INC.  
Dept. 6 Rogers, Ark.

### FUNKIA SUBCORDATA

GRANDIFLORA ALBA

(Sweet-scented Day Lily)

Strong divisions from big clumps.

\$35.00 per 100

FUNKIA VARIEGATA

\$15.00 per 100

Quantity limited. Order now. Cash with order, please.

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P. O. Box 24 Geneva, O.

### HEMEROCALLIS

Send for our new wholesale listing of 40 leading varieties.

### RIGBEL PLANT CO.

Experiment, Ga.

### CHOICE COMMERCIAL FLOWER BULBS

For growing or resale. Write for current list now or let us know your wants.

### REGAL BULB CO.

Holland, Mich.

## DAISIES

### DAISIES

Cut flower varieties. Field-grown division. True to name. Strong, well rooted.

Blooms 100 1000

May Queen, semidouble, May 15 \$4 \$35

Hartje & Elder Memorial, May 25 4 35

Day, June 10 5 40

Shasta Supreme, large 4-in. June 10 5 40

Mt. Shasta, very double, June 18 7 60

### ROUDEBUSH GARDENS

R. 3, Box 397, Dayton 4, O.

### Watch Your Results From

American Nurseryman Classified Ads.

## DELPHINIUMS

### DELPHINIUMS

Each Each per  
Per 250 or  
100 more

Pacific Giant Hybrids, named varieties or mixed, No. 1

transplants, choice \$0.12 \$0.11

No. 2, row crop, choice .07 .06

Wrexham Hybrids, mixed .06 .05

Gold Medal Hybrids, mixed .06 .05

Lamartine, dark blue, white

eye .06 .05

Belladonna, light blue .05 .04

Belladonna, dark blue .05 .04

All strong, healthy, field-grown stock, packed right for safe delivery. Hardy plant list gladly sent on request.

### KAZOO-GARDENS NURSERY

206 Richard Ave.  
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## EVERGREENS

Liners grown in outside beds for 1, 2 and 3 years as specified.

Each

Azalea: Amoena, Claret, Ethelwyn, Flame, Gaiety, Greeting, Herbert, Hinodegiri, Hino-Crimson, Hinomayo, and Salmon Beauty, 1-yr. .... \$0.25

Buxus arborescens, 2-yr. .... .20

Buxus sempervirens, 1-yr. .... .15

Chamaecyparis filifera, 2-yr. .... .25

Chamaecyparis obtusa, 2-yr. .... .20

Chamaecyparis pisifera, 2-yr. .... .20

Chamaecyparis plumosa aurea, 2-yr. .... .20

Chamaecyparis plumosa, 2-yr. .... .20

Chamaecyparis pisifera aurea, 2-yr. .... .20

Cotoneaster salicifolia, 1-yr. .... .20

Ilex aquifolium, 1-yr. .... .50

Ilex aquifolium pyramidalis, 1-yr. .... .50

Ilex cornuta (male), 1-yr. .... .50

Ilex cornuta (female), 1-yr. .... .50

Ilex cornuta burfordi, 1-yr. .... .50

Ilex crenata, 1-yr. .... .20

Ilex crenata, 2-yr. .... .20

Ilex convexa, 1-yr. .... .15

Ilex convexa, 2-yr. .... .15

Ilex rotundifolia, 1-yr. .... .20

Ilex glabra, 1-yr. .... .15

Ilex opaca (female), 1-yr. .... .15

Ilex opaca Arden, 1-yr. .... .50

Juniper, Armstrong, 2-yr. .... .35

Juniper, Hetz, 2-yr. .... .30

Juniper, Pfitzer, 2-yr. .... .35

Juniper, Pfitzer, 3-yr. .... .40

Ligustrum lucidum repandens, 1-yr. .... .30

Ligustrum lucidum erectum, 1-yr. .... .30

Ligustrum lucidum erectum, 2-yr. .... .35

Osmanthus aquifolium, 1-yr. .... .35

Picea pungens glauca, 5-yr. T. .... .40

Prunus laurocerasus schipkaensis, 1-yr. .... .40

Pyracantha occidentalis islandi, 1-yr. .... .30

Taxus baccata aurea, 2-yr. .... .25

Taxus browni, 2-yr. .... .20

Taxus cuspidata, 2-yr. .... .20

Taxus hatfieldi, 2-yr. .... .25

Taxus hicksii, 2-yr. .... .25

Taxus, Vermeulen, 2-yr. .... .20

Thuja occidentalis globosa, 2-yr. .... .20

Thuja occidentalis nigra, 2-yr. .... .25

Thuja occidentalis pyramidalis, 2-yr. .... .20

Thuja canadensis, 2-yr. .... .30

Minimum 25 of a kind, please. Packing free. Write for our complete list of liners and finished stock.

### DEL-MAR-VA NURSERIES

Lincoln, Del.

### GOLDEN GOOSE LINERS

For Immediate Delivery or for Reservation

All quotations are for beautiful lining-out stock from 2 1/4 in. pots, grown in open beds, under field conditions and ready for field planting.

### HOLLY

Per 100

ILEX CORNUTA FEMINA (Chinese Holly), 4 to 6 ins. .... \$16.00

6 to 8 ins. .... 18.00

10 to 12 ins. .... 20.00

ILEX CORNUTA BURFORDI,

4 to 8 ins. .... 15.00

6 to 8 ins. .... 16.00

10 to 12 ins. .... 18.00

ILEX CRENATA ROTUNDIFOLIA (Japanese Holly), 6 to 8 ins. .... 14.00

10 to 12 ins. .... 16.00

ILEX CRENATA BULLATA

CONVEXA, 6 to 8 ins. .... 16.00

ILEX OPACA HOWARDI (Improved American Holly), 8 to 10 ins. .... 18.00

ILEX CASSINE ANGUSTIFOLIA, 6 to 8 ins. .... 16.00

Our hollies are grown from either cuttings or grafts, from well-berried specimens, insuring berries for you.

OTHER BROAD-LEAVED EVERGREENS

EUCONYMUS PATENS (Siebold), 8 to 10 ins. .... 12.00

EUCONYMUS RADICANS, 8 to 10 ins. .... 12.00

LIGUSTRUM LUCIDUM COMPACTUM (Griffing Waxleaf), 8 to 10 ins. .... 12.00

PHOTINIA SERRULATA, 8 to 10 ins. .... 18.00

PYRACANTHA YUNNANENSIS (Red-Berried), 8 to 10 ins. .... 16.00

TERMS: Packing without cost. 25 per cent with order, balance C.O.D. Minimum 50 of a kind, please.

### EVERGREEN NURSERIES

Poplar Pike  
Germantown, Tenn.

### EVERGREEN SEEDLINGS

Red Pine, 2-yr., 2 to 4 ins., \$3.00 per 100; 2200 per 1000. List of other varieties on request.

C. WILSON'S NURSERY, Pembine, Wis.

## LINING-OUT STOCK

	Per 100
Abelia grandiflora, 6 to 8 ins. X.....	\$15.00
Arborvitae, boothi, 4 to 6 ins. X.....	17.50
Arborvitae, boothi, 6 to 8 ins. X.....	22.50
Arborvitae, compacta erecta, 4 to 6 ins. X.....	17.50
Arborvitae, compacta erecta, 6 to 8 ins. X.....	22.50
Arborvitae, compacta erecta, 12 to 14 ins. X.....	30.00
Arborvitae, globosa, 6 to 8 ins. X.....	22.50
Arborvitae, globosa, 10 to 12 ins. X.....	27.50
Arborvitae, nigra, 4 to 6 ins. X.....	17.50
Arborvitae, nigra, 6 to 8 ins. X.....	22.50
Arborvitae, plicata, 4 to 6 ins. X.....	17.50
Arborvitae, pyramidalia, 4 to 6 ins. X.....	17.50
Arborvitae, bakeri, 10 to 12 ins. X.....	25.00
Berberis julianae, 4 to 6 ins. X.....	18.00
Berberis julianae, 6 to 8 ins. X.....	22.50
Buxus suffruticosa, 4 to 6 ins. X.....	20.00
Buxus suffruticosa, 6 to 8 ins. X.....	27.50
Buxus japonica, 6 to 8 ins. X.....	16.50
Buxus japonica, 8 to 10 ins. X.....	20.00
Ilex convexa bullata, 6 to 8 ins. X.....	22.50
Ilex convexa bullata, 10 to 14 ins. X.....	30.00
Ilex crenata, 6 to 8 ins. X.....	22.50
Ilex crenata, 10 to 12 ins. X.....	30.00
Ilex rotundifolia, 4 to 6 ins. X.....	17.50
Ilex rotundifolia, 6 to 8 ins. X.....	22.50
Juniperus, Andorra, 4 to 6 ins. X.....	22.50
Juniperus glauca hetzi, 6 to 8 ins. X.....	22.50
Juniperus glauca hetzi, 8 to 10 ins. X.....	25.00
Juniperus sylvatica, 6 to 8 ins. X.....	22.50
Juniperus vonochon, 12 to 14 ins. X.....	27.50
Pyracantha coccinea, islandi, 3-in. pots.....	28.50
Retinospora ericoides, 8 to 12 ins. X.....	25.00
Retinospora ericoides, 12 to 14 ins. X.....	27.50
Retinospora filifera, 4 to 6 ins. X.....	17.50
Retinospora Goldust, 8 to 10 ins. X.....	22.50
Retinospora plumosa, 6 to 8 ins. X.....	17.50
Retinospora squarrosa, 4 to 6 ins. X.....	15.00
Taxus hatfieldi, 8 to 10 ins. X.....	27.50
Taxus hicksii, 4 to 6 ins. X.....	17.50
Taxus Harrisonii, 6 to 8 ins. X.....	22.50
Taxus Harrington Plum, 8 to 10 ins. X.....	27.50
Taxus Jeffreyi, 4 to 6 ins. X.....	17.50
Taxus Vermuelen, 6 to 8 ins. X.....	22.50

For fall delivery, write for complete list.

ESHA'S NURSERIES

Millboro, Del.

## EVERGREEN LINERS AND CUTTINGS

## POT-GROWN AND TRANSPLANTS

Each—Per 100 Per 1000

Arborvitae, American		
Dark Green, 1-yr.....	\$0.20	\$0.18
Arborvitae, Globe Woodward, 4 to 5 ins.....	.20	.18
Arborvitae, Pyramidal, 1-yr., 5 to 6 ins.....	.22	.20
Euonymus alatus compactus, 2-yr. pots, 4 to 5 ins.....	.18	.16
Juniperus chinensis pfitzeriana, 1-yr. pots, 6 to 7 ins.....	.24	.22
Juniperus glauca hetzi, 1-yr., 5 to 6 ins.....	.20	.18
Viburnum burkwoodi, 1-yr., 3 to 4 ins.....	.22	.20

## HEAVY ROOTED CUTTINGS

From flats, rooted outside in lath house.

Delivery now.

Boxwood, Sempervirens, 2 to 3 ins.....	.07	.06
Euonymus alatus compactus, 3 to 4 ins.....	.09	.08
Euonymus erectus, 3 to 4 ins.....	.07	.06
Euonymus patens, 3 to 4 ins.....	.07	.06
Euonymus vegetus, 3 ins.....	.07	.06
Juniper, Swedish, 4 to 5 ins.....	.10	.09
Juniperus chinensis pfitzeriana, 6 ins.....	.13	.12
Juniperus glauca hetzi, 4 to 5 ins.....	.11	.10
Taxus cuspidata, 4 to 5 ins.....	.10	.09
Taxus intermedia, 4 to 5 ins.....	.11	.10
Taxus media, spreading, 3 to 4 ins.....	.11	.10

Terms: 2% discount and free packing for cash with order. Our stock guaranteed 100% satisfactory or return within 5 days for full refund, plus full shipping charges paid.

250 plants at 1000 rate.

MIAMI NURSERY CO.

Tipp City, O.

## HARDWOOD CUTTINGS

Unrooted hardwood cuttings from our own blocks and plantings. Hand-trimmed, ready for bed planting. Guaranteed true to name.

Andorra Juniper.....	\$10.00
Hetz Blue Juniper.....	15.00
Hill's Dundee Juniper.....	15.00
Irish Juniper, fastigiata.....	10.00
Pfitzer Juniper.....	10.00
Savin Juniper.....	10.00
Spiny Greek Juniper.....	15.00
Dark Green Arborvitae, nigra.....	15.00
Globe Arborvitae.....	10.00
Pyramidal Arborvitae.....	10.00
Retinospora plumosa nigra.....	15.00
Siberian Arborvitae, warena.....	10.00
Upright Yew, Taxus capitata, tips.....	15.00
Spreading Yew, Taxus cuspidata.....	10.00

Delivery at any time. 250 at 1000 rate.

Packed free. Cash with order, please.

Rt. 2 BOB NEPRASH NURSERIES Cedar Rapids, Ia.

## TAXUS CUSPIDATA

Extra-Heavy

20 to 36 ins.....	Each
36 to 42 ins.....	\$10.00
42 to 48 ins.....	12.00

IVAR RINGDAHL &amp; SON NURSERIES

Rome, N. Y.

## 2-YR. EVERGREEN SEEDLINGS

Austrian Pine (Cert. Alps), 4 to 9 ins.....	Per 100	Per 1000
Colorado Blue Spruce, seed from blue trees, 2 to 7 ins.....	7.25	\$36.25
Douglas Fir, 5 to 10 ins.....	7.95	37.50
Japanese Black Pine, 6 to 12 ins.....	8.75	41.50
Scotch Pine (Cert. Austrian), 6 to 12 ins.....	7.75	36.75
Scotch Pine (West Europe), 4 to 9 ins.....	7.75	36.50

## 3-YR. EVERGREEN SEEDLINGS

Colorado Blue Spruce, seed from blue trees, 6 to 12 ins.....	12.75	61.50
Douglas Fir, 6 to 12 ins.....	10.75	51.00
Mugho Pine (Cert. Tyrolean), 8 to 9 ins.....	10.75	51.50
Norway Spruce, fast-growing strain, 6 to 12 ins.....	9.00	46.50
Scotch Pine (Cert. Riga), 12 to 18 ins.....	10.75	46.75

## 4-YR. EVERGREEN SEEDLINGS

Balsam Fir, 4 to 7 ins.....	8.75	41.00
Black Hills Spruce, 6 to 14 ins.....	15.00	75.00

We pay parcel post up to 4th zone terms.

## NEUNER'S EVERGREEN NURSERY

368 Elcher Rd., Rt. 856

Emsworth, Pittsburgh 2, Pa.

## JUNIPERS FOR SALE

Juniperus canari, 3 to 4 ft., clipped.....	Each
Juniperus canari, 3 to 4 ft., sheared.....	\$2.50
Juniperus burki, 3 to 4 ft.....	3.00
4 to 8 ft.....	4.00
5 to 6 ft.....	5.00
Juniperus glauca, 4 to 8 ft.....	2.50
Juniperus glauca, 5 to 6 ft.....	3.00
Juniperus keteleeri, 3 to 4 ft.....	2.50
Juniperus keteleeri, 4 to 5 ft.....	3.00
Juniperus hetzi, 18 to 24 ins.....	2.00
24 to 30 ins.....	2.50
30 to 36 ins.....	3.00
Juniperus mascula, 3 to 4 ft.....	2.50

(all sheared and heavy)

All Junipers grafted on virginiana understock.

Juniperus asfordi, 3 to 4 ft.....	3.00
Juniperus asfordi, 4 to 5 ft., sheared.....	3.50
Juniperus fastigiata, Irish, 4 to 5 ft., sheared.....	2.50

## OTHER EVERGREENS

Globe Arborvitae, perfect, 15 to 18 ins.....	2.00
Pyramidal Arborvitae, 3 to 4 ft.....	2.50
Pyramidal Arborvitae, 4 to 5 ft.....	3.00

T. C. CRUME NURSERY AND LANDSCAPING CO.

Highway 42 Florence, Ky.

Phone: Florence 233

## HEAVY POTTED TAXUS LINERS

From 3 1/2 x 4-in. rose pots; potted spring of 1953; carried under lath with overhead irrigation. Per 100

6 to 8 ins.....	\$30.00
8 to 10 ins.....	38.00

2680 Taxus cuspidata

1380 Taxus media

Packing at \$2.00 per 100.

## THE LEICHHARDT HILLVIEW NURSERY

Nashville Rd. Bowling Green, Ky.

NANDINAS, 4 to 6 ins. high and better, \$30.00 per 1000. Cash. Express only.

## KRONE'S FLOWER SHOP

4221 Grand Ave. Fort Smith, Ark.

## KALMIA LATIFOLIA seedlings. Nursery

grown or collected. R. K. POHL, Box 990,

White Plains, N. Y.

YOU CAN SELL YOUR STOCK  
QUICKLY AND WITH  
LESS EXPENSE  
BY ADVERTISING IN  
THE CLASSIFIED COLUMNS OF  
THE AMERICAN NURSERYMAN

## NURSERY STOCK

Extra-heavy and Ready for the Field

	Per 100
Taxus browni, 3-yr. TT.....	\$50.00
Taxus cuspidata, 3-yr. TT.....	45.00
Taxus cuspidata capitata, 3-yr. TT.....	55.00
Taxus media ovata, 3-yr. TT.....	35.00
1-YR. FIELD BEDS	
Euonymus vegetus, 2-yr. T.....	25.00
Euonymus vegetus, 3-yr. TT.....	35.00
Ribes alpinum, 1-yr. T, 8 to 10 ins.....	20.00
Taxus browni, T, 6 to 10 ins.....	35.00
Taxus cuspidata, T, 8 to 10 ins.....	30.00
Taxus cuspidata capitata, T.....	35.00
Taxus cuspidata nigra, T.....	30.00
Taxus hicksii, T, 6 to 10 ins.....	30.00

FRED P. STROHL

1404 N. Anthony Blvd. Fort Wayne, Ind.

## POT-GROWN EVERGREEN LINERS

	Per 100	Per 1000
Armstrong Pfitzer Juniper, 2-in. pot.....	\$23.00	\$185.00
Blue Pfitzer Juniper, 2 1/2-in. pot.....	25.00	200.00
Pfitzer Juniper, 2 1/2-in. pot.....	25.00	200.00
Woodward Globe Arborvitae, 2 1/2-in. pot.....	20.00	165.00

## FIELD-GROWN LINERS

Pfitzer Juniper, 2-yr.....	45.00	400.00
Exceland Arborvitae, 2-yr.....	45.00	350.00
Pyramidal Arborvitae, 1-yr.....	25.00	200.00
Pyramidal Arborvitae, 2-yr.....	40.00	350.00
Woodward Globe Arborvitae, 1-yr.....	25.00	225.00

Write for complete list of potted and field-grown liners and balled and burlapped evergreens.

Terms: Cash with order. Free packing. 300 plants of one variety at 1000 rate. Not less than 50 of a variety. Orders for spring held for one-fourth deposit.

## VOGE NURSERY

New Lebanon, O.

## EVERGREENS B&amp;B

	Each
900 American A. V., 2 to 3 ft.....	\$2.00
255 American A. V., 3 to 4 ft.....	3.00
200 American A. V., 4 to 4 1/2 ft., heavy.....	4.00
190 Andorra Juniper, 15 to 18 ins.....	1.50
1100 Andorra Juniper, 18 to 24 ins.....	2.00
60 Andorra Juniper, 3 to 4 ft.....	3.00
300 Blue Hetz Juniper, 18 to 24 ins.....	2.00
1300 Blue Hetz Juniper, 2 to 2 1/2 ft.....	2.50
365 Blue Hetz Juniper, 2 1/2 to 3 ft.....	3.50
80 Irish Juniper, 2 1/2 to 3 ft.....	2.25
100 Irish Juniper, 3 to 4 ft., heavy.....	2.75
350 Pfitzer Juniper, 18 to 24 ins.....	2.50
40 Pfitzer Juniper, 4 ft., heavy.....	4.00
1400 Pyramidal A. V., 2 to 3 ft.....	2.25
900 Pyramidal A. V., 3 to 4 ft.....	2.75
1100 Woodward Globe A. V., 1 to 1 1/2 ft.....	1.50
650 Woodward Globe A. V., 15 to 18 ins.....	2.00

All evergreens B&amp;B at list prices. Properly sheared. Visitors invited, but call or write in advance, so we will be here. Phone: 136JX.

WHERRY'S NURSERIES, St. Marya, W. Va.

## HEAVY POTTED EVERGREEN LINERS

	Per 100
Arborvitae, Pyramidal, 2 1/2-in. pots, 3-yr.....	\$16.00
Arborvitae, Globe, 2 1/2-in. pots, 3-yr.....	16.00
Buxus sempervirens, 2 1/2-in. pots, 3-yr.....	22.50
Buxus sempervirens, 4-in. T., 10 to 12 ins.....	37.50
Buxus koriana, 2-in. pots, 3-yr.....	22.50
Juniperus pfitzeriana, 2-in. pots, 2-yr.....	15.00
Taxus cuspidata, 2-in. pots, 2-yr.....	20.00
Taxus cuspidata, 2 1/2-in. pots, 2-yr.....	22.50
Taxus hicksii, 2 1/2-in. pots, 2-yr.....	22.50
2-yr. T., 3-yr., 8 to 10 ins.....	35.00
2-yr. T., 3-yr., 10 to 12 ins.....	37.50

For fall delivery. Cash; packing free.

## FLORAL GARDENS

Rt. 35, Eaton, O.

## SURPLUS B&amp;B EVERGREENS

	Each
150 Juniperus glauca hetzi, 18 to 24 ins.....	\$2.40
100 24 to 30 ins.....	3.00
150 30 to 36 ins.....	3.50
50 Juniperus excelsa stricta, 15 to 18 ins.....	1.50
75 18 to 24 ins.....	2.10
50 24 to 30 ins.....	2.60
50 Juniperus pfitzeriana, 18 to 24 ins.....	2.50
50 24 to 30 ins.....	3.00
60 30 to 36 ins.....	3.50
90 Taxus cuspidata, 12 to 15 ins.....	2.00
150 Taxus media andersoni, 12 to 15 ins.....	2.75
250 Thuja occidentalis woodwardi, 15 to 18 ins.....	1.90

## MACQUEEN NURSERY

Rt. 2, Coshocton, O.

Phone: 2823

## PFITZER JUNIPER

Liners, 6 to 10 ins., from open sand beds, heavy root, 30,000 ready to go.

\$7.00 per 100; \$60.00 per 1000.

J. G. TSCHINKEL

116 N. Plymouth Huntville, Ala.

## EVERGREENS—Continued

LINING-OUT STOCK		
	Each	Each
	Per 100	Per 1000
Ilex rotundifolia, TT., bushy, 6 to 9 ins. ....	\$0.40	\$0.35
Ilex rotundifolia, TT., bushy, 9 to 12 ins. ....	.50	.45
Andromeda catesbaei (Leucothoe), TT., bushy, 8 to 10 ins. ....	.40	.35
Andromeda catesbaei (Leucothoe), TT., bushy, 10 to 12 ins. ....	.50	.45
Five or ten dollar sample sent upon request.		
GERARD K. KLYN, INC.		
Mentor, O.		

**JAPANESE BLACK PINE**  
Heavy, branched liners of our compact strain. Hardest evergreen for seashore and exposed situations. Having darkest green lustrous foliage. Rate per 1000, 4 to 5-yr., 10 to 12 ins., B.R., \$50; 12 to 15 ins., B.R., \$60. Have thousands of beautiful specimens B&B, 3 to 4 ft., \$6.00; 4 to 5 ft., \$7.50; 5 to 6 ft., \$10.00, F.O.B. nursery. Also, largest variety of trees, shrubs and many hard-to-get landscape-size items.

JOS. A. HREN NURSERIES  
Rt. 27, East Hampton, L.I., N. Y.

QUALITY STOCK		
	Each	Each
	Per 100	Per 1000
Juniperus virginiana, 2-yr., graft size, 8 to 10 ins. ....	\$ 8.00	\$90.00
Lining-out size, 12 to 20 ins. ....	10.00	90.00
Chinese Arborvitae, 2-yr., 8, graft size, 12 to 20 ins. ....	5.50	50.00
Liners and hedge size, 12 to 20 ins. ....	8.00	75.00
1-yr., 2 to 4 ins. ....	3.00	25.00
BECK NURSERY		
2016 N. Independence Enid, Okla.		

EUONYMUS PATENS		
Full plants, field-grown under irrigation.		
	Each	Each
	Per 100	Per 1000
8 to 10 ins., 2-yr., XX, ....	\$0.35	\$0.30
10 to 15 ins., 2-yr., XX, ....	.55	.50
12 to 18 ins., 3-yr., XX, ....	1.10	1.00
18 to 24 ins., 3-yr., XX, ....	1.40	1.35
24 to 30 ins., 3-yr., XX, ....	1.65	1.60
30 to 36 ins., 4-yr., XX, ....	1.90	1.85
HAGGERTY'S LANDSCAPE NURSERY		
Lincoln 6, Neb.		

EUONYMUS COLORATUS, 2-yr., field-grown, from pots, under irrigation and clipped, 12 to 15-in. spread, \$38.00 per 100; 12 to 15-in. spread, \$35.00 per 1000.		
EUONYMUS MINIMUS, staked upright.		
	Each	Each
	Per 100	Per 1000
10 to 12 ins., B&B, ....	\$1.65	
12 to 15 ins., B&B, ....	1.85	
15 to 18 ins., B&B, ....	2.25	
WHITHAM NURSERIES		
Agency, Ia.		

SURPLUS FOR FALL, 1954		
	Each	Each
	Per 100	Per 1000
75 Euonymus alatus, 3 to 4 ft., B&B, \$ 5.50		
300 Euonymus vegetus, 1½ to 2 ft., B&B, ....	2.00	
HEAVY-LEAVED SPECIMENS		
50 Taxus cuspidata, 3½ to 4 ft., ....	15.00	
20 Taxus brownii, 6x6 ft., ....	90.00	
BIG ROCK NURSERY		
Big Rock, Ill.		
Phone: Big Rock 2-2431		

ABELIA GRANDIFLORA (Glossy Abelia)		
	Per 100	Per 1000
6 to 12 ins., C, ....	\$ 7.50	
12 to 18 ins., C, ....	10.00	
12 to 18 ins., br., ....	\$2.00	
18 to 24 ins., br., T, ....	3.00	25.00
2 to 3 ft., br., T, ....	4.00	35.00
Write for 24 page catalog.		
LOWELL H. MCGEE NURSERIES		
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Phone: 3351		

HEAVY FIELD-GROWN LINERS		
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Juniperus pfitzeriana, 9 to 12 ins., XX, ....	\$0.50	
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These are heavy-rooted and far above average. Fall or spring shipment.		
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Border your flower beds and walks with our Old English Buxus suffruticosa, several years old. Field-grown, compact, good color, 4 to 6 ins., \$25.00 per 100; 6 to 8 ins., \$50.00 per 100.		
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Caldwell, N. J.		

EUONYMUS ALATUS COMPACTUS		
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15 to 18 ins., T., field-grown, ....	80.00	700.00
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Excellent Quality  
If you are in need of quality Pitzers, here they are. Growing in good balling soil. Priced to sell, 4 ft., 4½ to 5 ft. and 6 ft. Nice Irish Junipers, 3 to 3½ ft. All trees to be dug by purchaser.

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NEW CUT-LEAVED PHILODENDRON	
SELOUM JOHNST. BEAUTIFUL ERECT	
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"LARGE" PLANT ASSORTMENT.	
\$23.00 ASSORTMENT OF 15 PLANTS.	
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Row run, culls out, 3-yr.-old stock, 2 ft. and up. Mostly 2 to 3 ft., some 4 ft. All branched and well-rooted. Tied in 20's, in lots of 100, \$32.50 per lot. Very profitable lining-out stock or for mail-order sales. F.O.B. Cowen, packing at cost. All other popular sizes in seedlings, transplants, and 1-yr.-old liners in quantities. Write for prices.  
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3-N-1, 4-yr., 6 to 7 ft., ....	12.50	110.00
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Write for complete wholesale price list.		
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Waynesboro, Virginia		

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2 to 3 ft., T, ....	\$ 7.50	\$ 65.00
3 to 4 ft., T, ....	10.00	90.00
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A field of 25,000 blooming plants must be moved by December 1, 1954. All are wonderful plants.  
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Cypripedium acaule, large, ....	\$2.50	\$12.00
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Lilium canadense, first size, ....	2.50	15.00
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Lady, toothed Wood Fern, Christmas, Ostich Plumes, large clumps, \$2.00 per doz., \$10.00 per 100.  
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Dicentra spectabilis, 3 to 5-eye, .... \$25.00  
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Also peonies and day lilies.  
Since 1915  
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Plant this fall for bloom next summer.  
Grafted  
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Our own grown.  
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Write for trade list.

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Strong rooted cuttings ..... \$10.00  
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Pansies, perennials and rock plants in wide  
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*Ilex bullata*, 2-yr., field-grown, heavy, 50c  
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2000 *Ilex crenata* convexa, S., 2-yr.,  
3-in. pots, many promising  
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Minimum order 100. Cash with order, please.  
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45 English and Hybrid varieties, 25 Ameri-  
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Full replacement guarantee to bona fide  
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Cutting-grown female plants out of 3-in. pots.  
Per 100  
English Holly, green ..... \$40.00  
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*Hedera gracilis*, *baltica* and *helix*. Clean,  
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Heavy, 2-yr., plants, 2 1/2-in. pots, \$15.00  
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Lincoln 6, Neb.

#### Quick - Convenient - Cheap!

Selling through the Classified Ads  
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#### LINING-OUT STOCK

Nicely grown, heavy-rooted stock suitable  
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Write for complete listing of *Azalea* and  
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14 to 15-in. spread ..... .75  
17 to 18-in. spread ..... 1.00  
19 to 20-in. spread ..... 1.00

In plant houses:  
*Eunomys patens*, small leaf ..... 12 1/2  
6 to 10 ins. .... 12 1/2  
*Andorra Juniper*, 6 to 10 ins. .... 12 1/2  
*Blue Hetz Juniper*, 6 to 10 ins. .... 14 1/2  
*Pfitzer Juniper*, 2-yr., 6 to 8 ins. .... 14 1/2  
*Pfitzer Juniper*, 2-yr., 8 to 10 ins. .... 14 1/2  
*Savin Juniper*, 2-yr., 8 to 10 ins. .... 14 1/2  
*Von Ehron Juniper*, 2-yr., 8 to 12 ins. .... 14 1/2  
*Von Ehron Juniper*, 2-yr., 12 to 15 ins. .... 20

Bare root:  
*Andorra Juniper*,  
8 to 10 ins., superlative ..... .06  
*Blue Hetz Juniper*,  
6 to 10 ins., superlative ..... .08  
*Savin Juniper*, 8 to 10 ins. .... .08  
*Von Ehron Juniper*, 8 to 10 ins. .... .08  
*Buddelia Snowball*, long spike,  
6 to 8 ins. .... .06  
*Buddelia*, best red, 4 to 6 ins. .... .06  
*Blue Spiraea* (Caryopteris), 6 to 8 ins. .... .03 1/2  
*Chinese Beauty-Berry* (Callicarpa),  
8 to 12 ins. .... .03 1/2  
*Desmodium penduliflorum*, 6 to 8 ins. .... .03 1/2  
*Eunomys coloratus*, 8 to 10 ins. .... .03 1/2  
*Eunomys patens*, large leaf,  
8 to 10 ins. .... .04  
*Eunomys patens*, small leaf,  
8 to 10 ins. .... .04  
*Eunomys patens*, medium leaf,  
8 to 10 ins. .... .04  
*Eunomys radicans erectus* (wild),  
6 to 8 ins. .... .05  
*Eunomys radicans vegetus*, 4 to 6 ins. .... .05  
*Foraythia Arnold's Giant*, new dwarf,  
4 to 6 ins. .... .14  
*Foraythia Lynwood Gold*, new deep  
yellow, 8 to 10 ins. .... .08  
*Foraythia nana compacta*, 4 to 6 ins. .... .08  
*Foraythia Spring Glory*, 8 to 10 ins. .... .08  
*Foraythia Spring Glory*, 2-yr.,  
12 to 18 ins. .... .04  
*Pyraecantha Kanan*, 4 to 6 ins. .... .14  
*Pyraecantha lalandi*, 5 to 6 ins. .... .05  
*Privet*, Chinese, Wayside Gardens  
Shiny, 8 to 12 ins. .... .03 1/2  
*Privet*, Regal, 8 to 12 ins. .... .03 1/2  
*Spiraea Anthony Waterer*, 3 to 6 ins. .... .03 1/2  
*Spiraea froebel*, 4 to 6 ins. .... .03 1/2  
*Spiraea japonica coccinea* ..... .03 1/2  
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snowball, 12-in. variety, 5 to 6 ins. .... .06  
3-ft. variety, 6 to 8 ins. .... .06  
*Weigela*, dwarf variegated, 4 to 6 ins. .... .05  
*Weigela Eva Rathke*, 4 to 6 ins. .... .06  
*Weigela rosea*, 4 to 6 ins. .... .04

Perennials:  
*Carnation Crimson King*, 4 to 6 ins. .... .08  
*Lythrum Morden Pink*, 6 to 8 ins. .... .04  
All prices are at 1000 rate, total order, 300  
or more. If total order is less than 300, add  
2c per plant. 50¢ of a variety.  
Above items fall or spring. Banded plants  
of above items booked for spring at 6 1/2c over  
the bare-root price.

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St. Joseph, Mo.

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Each  
*Abies pinsapo*, 3-in. pot ..... \$0.35  
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*Clematis montana*, 3-in. pot ..... .35  
*Daphne cneorum*, 3-in. pot ..... .25  
*Daphne odora*, 2-in. pot ..... .25  
*Daphne odora*, 3-in. pot ..... .45  
*Daphne mezereum*, S. .... .07  
4 to 6 ins. .... .12  
6 to 8 ins. .... .15  
8 to 10 ins. .... .20  
12 to 14 ins. .... .30  
12 to 15 ins., br. and budded ..... 1.25  
*Gentiana acaulis*, single div. .... .12  
*Heather*, carnea, X ..... .12  
*County Wicklow*, X ..... .12  
*King George*, X ..... .12  
*Mediterranean Hybrid*, X ..... .12  
*Vivelli*, X ..... .12  
*Juniperus meyeri*, 6 to 8 ins., X ..... .25  
*Juniperus meyeri*, 8 to 10 ins., X ..... .35  
*Juniperus tamariscifolia*, 4 to 6 ins., X ..... .12  
6 to 8 ins., X ..... .15  
8 to 10 ins., br., X ..... .27  
*Japanese Maple*, 2-yr., S. .... .10  
*Norway Spruce*, 3-in. pot, 10 to 12 ins. .... .35  
*Pieris floribunda*, 9 to 12 ins., br. .... .65  
*Pieris japonica*, 4 to 6 ins., br. .... .20  
*Pieris japonica*, 6 to 8 ins., br. .... .20  
*Rhododendron ponticum*, 9 to 12 ins. .... .35  
*Thuja woodwardi* globosa ..... .25  
8 to 10 ins., br., X ..... .25  
*Viburnum burkwoodi*, 6 to 8-in. pots ..... .30  
*Viburnum davidi*, X, frame ..... .50  
*Raphiolepis ovata*, 2-yr., T. .... .18

Cash with order, please.

#### FOUR STAR NURSERY

8215 238th., S.W. Edmonds, Wash.

*Azalea* cuttings, all varieties, \$50.00 per  
1000. *Japanese Black Pine*, *Norway Spruce*,  
*Blue Douglas Fir*, *Colorado Blue Spruce*,  
*Carolina Hemlock*, *Murphy Pine*, *Ginkgo*,  
*Honey Locust* and *White Dogwood*. \$30.00 to  
\$100.00 per 1000.

#### BAIER LUSTGARTEN NURSERIES

Middle Island, L. I., N. Y.

Phone: Yaphank 4-3444

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1 yr. in the open.

Per 100 Per 1000  
*Eunomys alatus compactus* ..... \$20.00 \$180.00  
*Ilex convexa* ..... 20.00 180.00  
*Ilex rotundifolia* ..... 20.00 180.00  
*Sarcococca hookeriana* ..... 25.00 250.00  
*Taxus andersoni* ..... 20.00 175.00  
*Taxus brevifolia* ..... 20.00 175.00  
*Taxus browni* ..... 17.50 150.00  
*Taxus canadensis stricta* ..... 17.50 150.00  
*Taxus capitata*, cutting ..... 25.00 250.00  
*Taxus cuspidata* ..... 17.50 150.00  
*Taxus hatfieldi* ..... 17.50 150.00  
*Taxus hicksii* ..... 17.50 150.00  
*Taxus intermedius* ..... 17.50 150.00

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*Abies nordmanniana*, 1-yr., S. .... 10.00 90.00  
*Acer palmatum*, 1-yr., S. .... 6.00 50.00  
*Acer palmatum*, 2-yr., S. .... 7.50 65.00  
*Acer palmatum atropurpureum*,  
1-yr., S. .... 22.50 200.00  
*Acer palmatum atropurpureum*,  
1-yr., S. .... 32.50 300.00  
*Ampelopsis velchii*, 1-yr., S. .... 15.00 150.00  
*Amelopsis velchii*, 2-yr., T. .... 6.00 125.00  
*Chamaecyparis obtusa*,  
2-yr., S. .... 3.00 25.00  
*Cornus florida*, 1-yr., S. .... 6.00 50.00  
*Cornus florida*, 2-yr., S. .... 7.50 65.00  
*Cornus xanthocarpa*, 2-yr., S. .... 20.00 150.00  
*Cryptomeria japonica*, 1-yr., S. .... 4.00 35.00  
*Cupressus lawsoniana*, 2-yr., S. .... 5.00 40.00  
*Eunomys alatus*, 1-yr., S. .... 3.50 30.00  
*Eunomys alatus compactus*,  
1-yr., S. .... 5.00 40.00  
*Ilex crenata*, 2-yr., S. .... 10.00 90.00  
*Picea canadensis*, 2-yr., S. .... 3.50 30.00  
*Picea engelmannii*, 3-yr., S. .... 5.00 40.00  
*Picea excelsa*, 2-yr., S. .... 2.50 20.00  
*Picea pungens*, 2-yr., S. .... 3.50 30.00  
*Pinus austriaca*, 2-yr., S. .... 7.00 60.00  
*Pinus densiflora*, 3-yr., S. .... 7.00 60.00  
*Pinus mugo*, Tyr., 3-yr., S. .... 6.00 50.00  
*Pinus resinosa*, 3-yr., S. .... 7.00 60.00  
*Pinus strobus*, 3-yr., S. .... 4.50 40.00  
*Pinus sylvestris*, 3-yr., S. .... 6.00 50.00  
*Pinus thunbergii*, 3-yr., S. .... 4.50 40.00  
*Syringa vulgaris*, 2-yr., S. .... 5.00 40.00  
*Taxus capitata*, 1-yr., S. .... 5.00 40.00  
*Taxus capitata*, T. 1-yr., S. .... 6.00 50.00  
*Taxus capitata*, T. 2-yr., S. .... 16.00 150.00  
*Tsuga canadensis*, 2-yr., T. .... 9.00 80.00  
*Viburnum theiferrum*, 1-yr., S. .... 17.00 90.00

### HEAVY FIELD-GROWN STOCK

Bare-root and ready for Cloverstuck pots  
and cash-and-carry trade.

Per 100  
*Acer palmatum atropurpureum*,  
15 to 18 ins. .... \$400.00  
*Acer platanoides*, 3 to 4 ft. .... 40.00  
*Cornus florida*, 2 to 3 ft., bushy ..... 80.00  
*Cornus florida rubra*, 18 to 24 ins. .... 125.00  
*Cornus kousa*, 3 to 4 ft. .... 190.00  
*Juniperus pfitzeriana*, 8 to 15 ins.,  
bushy ..... 65.00  
*Juniperus pfitzeriana*, 12 to 15 ins. .... 75.00  
*Tsuga canadensis*, 12 to 18 ins. .... 100.00  
*Tsuga canadensis*, 18 to 24 ins. .... 150.00  
*Viburnum theiferrum*, 18 to 24 ins. .... 60.00

The above stock has been several times  
transplanted. Special price on large quanti-  
ties. Full list on demand.

### VERKADE'S NURSERIES

Wayne, N. J.

### QUALITY LINERS

Heavy, one year under lath. 2 1/2-in. pots.  
250 plants at 1000 rate.

Each per 1000  
*Arborvitae*, Sibir ..... \$0.18  
*Berckmannia Blota* (aurea nana) ..... .18  
*Ilex cornuta* ..... .15  
*Ilex cornuta burfordi* ..... .15  
*Ilex crenata convexa* ..... .15  
*Ilex crenata rotundifolia* ..... .15  
*Ilex opaca* Howard ..... .18  
*Ilex opaca*, from heavy bearer ..... .18  
*Juniper*, Greek ..... .16  
*Juniper*, Irish ..... .15  
*Juniper*, Polish ..... .15  
*Juniper*, *Andorra* ..... .15  
*Juniper*, *Hetz* ..... .18  
*Juniper*, *Pfitzer* ..... .18  
*Juniper*, *Compact Pfitzer* ..... .18  
*Juniper*, *Von Ehron* ..... .18  
*Juniper*, *Oldfield Common* ..... .20  
*Juniper*, *Blue Pfitzer* ..... .22  
*Nandina domestica* ..... .15  
Bed-grown stock: *Ilex burfordi*, 2-yr., 15  
to 20 ins., 250; *Lavender Cherry*, 100; *Ligustrum lucidum*, 100; *Photinia serrulata*, 100.  
Terms: Free packing and 2% discount for  
cash with order. Add 2c per plant on orders  
of less than 250. Write for prices on B&B  
stock.

#### E and S NURSERY

Phone: Columbus, Miss., 5342

Rt. 2 Caledonia, Miss.

### LINING-OUT STOCK

Liners grown one year in outside beds.

Per 100  
*Ilex rotundifolia*,  
4 to 6 ins. .... \$ 8.00  
6 to 8 ins. .... 10.00  
8 to 12 ins. .... 12.50  
12 to 15 ins. .... 17.00  
*Ilex crenata convexa*, 4 to 6 ins. .... 10.00  
*Ilex crenata convexa*, 6 to 8 ins. .... 12.50  
*Gardenia Mystery*, 8 to 12 ins. .... 10.00  
*Gardenia Mystery*, 12 to 18 ins. .... 12.50  
*Gardenia radicans*, 6 to 8 ins. .... 7.50  
*Gardenia radicans*, 8 to 12 ins. .... 10.00

#### WELCH BROS. NURSERY

Wilmer, Ala.

## LINING-OUT STOCK—Continued

WE GUARANTEE SATISFACTION FROM THESE TOP-QUALITY LINERS! Prices per 100.

	6 to 8 ins.	8 to 12 ins.	12 to 15 ins.
Abelia Edw. Goucher.....	\$12.50	\$17.50	
Buxus harlandi.....	10.00	12.50	
Gardenia Myrtens.....	8.50	10.00	12.50
Gardenia radicans.....	8.50	10.00	
Gardenia stricta nana.....	8.50	10.00	
Ilex cassine angustifolia.....	12.50	15.00	17.50
Ilex cornuta burfordi.....	12.50	17.50	20.00
(also available in potted liners)			
Ilex crenata microphylla.....	12.50	15.00	17.50
Ilex crenata rotundifolia.....	10.00	12.50	15.00
Ilex opaca femina.....	12.50	17.50	20.00
Ilex vomitoria femina.....	12.50	15.00	17.50
Ligustrum lucidum compactum.....	10.00	15.00	
Loquat.....	12.50	15.00	
Magnolia fuscata.....	10.00	12.50	17.50
Osmanthus fragrans.....	12.50	15.00	
Photinia glabra.....	10.00	12.50	15.00
Photinia serrulata.....	4 to 6 ins.	6 to 8 ins.	8 to 12 ins.
Pittosporum tobira.....	10.00	12.50	15.00
Pyracantha Graber.....	12.50	15.00	
Pyracantha lalandi.....	12.50	15.00	
Viburnum odoratissimum.....	10.00	12.50	

## CONIFERS

	6 to 8 ins.	8 to 12 ins.	12 to 15 ins.
Juniperus communis.....	\$10.00	\$15.00	\$17.50
Juniperus glauca heizi.....	10.00	15.00	17.50
Juniperus pfitzeriana.....	12.50	15.00	20.00
Juniperus sylvatica.....	10.00	12.50	17.50
Podocarpus sinensis.....	10.00	15.00	17.50

Write for our latest catalog listing many other liners, both potted and bed-grown and also container-grown stock.

COTTAGE HILL NURSERY

Rt. 4, Box 139 Mobile, Ala.

## QUALITY LINERS

	Per 100	Per 1000
3000 Ampelopsis vitelch, 2-yr., T.T., F.R.....	\$30.00	\$250.00
5000 Azalea mollis, 2-yr., T.....	25.00	200.00
5000 Azalea mollis, 2-yr., T.....	35.00	300.00
1800 Cornus kousa, 1-yr., S, 6 to 9 ins.....	5.50	45.00
1000 Euonymus radicans, 2-yr., T.T., F.R., 4 to 5 ins.....	35.00	300.00
1000 Euonymus radicans, 2-yr., T.T., F.R., 4 to 5 ins.....	35.00	300.00
1000 Hydrangea P.G., 1-yr., 9 to 12 ins.....	15.00	140.00
1500 Hydrangea P.G., 2-yr., T, F.R., 12 to 15 ins.....	30.00	250.00
3000 Pieris japonica, 1-yr., T.....	10.00	90.00
1000 Quercus borealis, 1-yr., S, 7 to 10 ins.....	7.00	60.00
2000 Rosa rugosa, 1-yr., S.....	5.50	45.00
1500 9 to 12 ins.....	8.50	75.00
1500 9 to 12 ins.....	12.50	110.00
1000 Wisteria sinensis, 1-yr., S, 4 to 5 ins.....	4.50	35.00

T—once transplanted  
TT—twice transplanted  
F.R.—field row

Samples mailed on request.  
BOULEVARD NURSERIES  
Newport, R. I.

## LINING-OUT STOCK

Nice, healthy, well-rooted stock.  
Priced per 100.

	6 to 8 ins.	8 to 12 ins.	12 to 15 ins.
Buxus harlandi.....	\$12.50	\$17.50	
Buxus japonica.....	12.50	17.50	
Buxus sempervirens.....	12.50	17.50	
Cedrus deodara.....	12.50	15.00	
Elaeagnus fruticosa.....	12.50	15.00	
Eriobotrya japonica (Loquat).....	12.50		
Feljoa (Pineapple Guava).....	12.50	15.00	
Gardenia fortunei.....	7.50	10.00	
Gardenia Myrtens.....	7.50	10.00	
Gardenia radicans.....	7.50	10.00	
Ilex cornuta burfordi.....	15.00	17.50	
Ilex crenata convexa (bullata).....	15.00	20.00	
Ilex crenata rotundifolia.....	15.00	17.50	
Ilex vomitoria (Yaupon).....	15.00	17.50	
Magnolia grandiflora.....	10.00	12.50	
Osmanthus fragrans.....	12.50	15.00	
Retinospora ericoides.....	10.00	12.50	

## BLACKWELL NURSERIES

Semmes, Ala.  
Wholesale Only

## LINING-OUT STOCK

	Per 100	Per 1000
Euonymus patens.....	\$12.00	\$100.00
Euonymus patens, Newport.....	12.00	100.00
Euonymus japonicus.....	15.00	
Pyracantha coccinea.....	15.00	
Pyracantha lalandi.....	15.00	

The above are stocky, well-established plants in 2 1/2-in. rose pots.  
Juniperus virginiana, bed-grown seedlings,  
2 to 4 ins..... 3.00 25.00  
4 to 6 ins..... 4.00 35.00

NELSON NURSERY

1309 S. Van Buren P. O. Box 1162

Enid, Okla.

FALL PLANTING PAYS OFF with good stands and added growth. Write for complete price list of liners, strong, well-established in 2 1/2-in. and 2 1/2-in. pots.

T. G. OWEN & SON, INC.

Columbus, Miss.

## POTTED STOCK, READY FOR THE FIELD

	Each
Acubia japonica, variegated, 4 1/2-in. containers.....	\$0.35
Gardenia radicans, 2 1/2-in. pots.....	.20
Ilex burfordi, 2 1/2-in. pots.....	.20
Ilex burfordi, 3-in. pots.....	.25
Ilex convexa, 2 1/2-in. pots.....	.20
Ilex crenata microphylla, 2 1/2-in. pots.....	.20
Ilex crenata orchard, 2 1/2-in. pots.....	.20
Ilex helleri, 2 1/2-in. pots.....	.20
3-in. pots.....	.30
4-in. pots.....	.40
Ilex rotundifolia, 2 1/2-in. pots.....	.20
Ilex rotundifolia, 3-in. pots.....	.22 1/2
Juniperus hesul, 2 1/2-in. pots.....	.20
Juniperus pfitzeriana Nick's, 2 1/2-in. pots.....	.20
Ligustrum lucidum nobilis, 4-in. pots.....	.25
Ligustrum lucidum pendulum, 4-in. pots.....	.25

No packing charge. Cash with order, please.

THE ORCHARD NURSERY

Rt. 3 Raleigh, N. C.

## LINERS—ORNAMENTAL ARISTOCRATS

Send for our new, free catalog of lining-out stock of the better ornamentals, including a long list of hardy azaleas. See our display ad on page 37 of the September 15, 1954, issue.

JOHN VERMEULEN & SON, INC.

Neshanic Station, N. J.

## PYRACANTHA COCCINEA LALANDI

Hardy stock from selected fruiting plants.

Per 100

Immediate shipment. Cash with order.

BABCOCK GARDENS

Rt. 3 Jamestown, N. Y.

## CHAMAECYPARIS TRANSPLANTS

Lawsoniana aurea (Golden), 5 to 8 ins., \$17.50 per 100.

FRANK KOHLER Mikado, Mich.

## MAGNOLIAS

## ORIENTAL MAGNOLIAS

Magnolia rustica rubra, Magnolia soulangeana and Magnolia soulangeana nigra. All 2-year, nice, heavy liners that are sure to please. Can be shipped any time prior to February 15.

Per 100

8 to 12 ins., 2-yr. liners..... \$25.00

12 to 18 ins., 2-yr. liners..... 30.00

18 to 24 ins., 2-yr. liners..... 35.00

2 to 3 ft., 2-yr. liners..... 45.00

## BLACKWELL NURSERIES

Semmes, Ala.

## Wholesale Only

## ORIENTAL MAGNOLIAS

Magnolia soulangeana and soulangeana nigra, bed-grown.

Per 100

8 to 12 ins..... \$25.00

12 to 18 ins..... 30.00

18 to 24 ins..... 35.00

2 to 3 ft..... 45.00

## WELCH BROS. NURSERY

Wilmer, Ala.

## MAGNOLIAS

25,000 Soulangeana, Soulangeana Nigra, Stelata, 18 ins., \$2.50; 24 ins., \$2.50; 30 ins., \$2.00; 36 ins., \$2.50; 48 ins., \$4.50; 60 ins., \$6.00; 70 ins., \$7.50.

BAIER LUSTGARTEN NURSERIES

Middle Island, L. I., N. Y.

Phone: Yaphank 4-3444

Start Your Offer Now

In the American Nurseryman

And Watch Sales Climb.

## PANSIES

## PANSIES

Swiss Giants, Roggli strain or Florist Select, both mixed, \$5.00 per 1000, 5000 or more, \$7.00 per 1000.

Kazoo-Goliath, mixed, our own Giant mixture, \$6.00 per 1000, 5000 or more, \$5.00 per 1000.

Super Swiss Giants, mixed, \$7.00 per 1000, 5000 or more, \$6.00 per 1000.

All good, strong, healthy plants, field grown in Dow fumed soil. Packed right for safe delivery. Write for hardy plant list.

KAZOO-GARDENS NURSERY

206 Richard Ave.

Kalamazoo 33, Mich.

## PANSY PLANTS

Pitkonka's Giant Prize Mixture, unsurpassable in quality. Plants well rooted, strong and stocky, \$8.50 per 1000; 5000 or more, \$8.00 per 1000. Large bushy plants, \$15.00 per 1000; 5000 or more, \$14.50 per 1000. Send for complete list.

PITKONKA'S PANSY FARM & NURSERY

Bristol, Pa.

## PEONIES

## PEONIES

Double varieties, mixed, 3 to 5-eye divisions. Fine for counter trade, mass plantings. \$25.00 per 100. No charge for packing. Cash with order, please.

LEAVENWORTH NURSERIES

Rt. 3, 12th and Villas,

Leavenworth, Kan.

## PEONIES

	Per 10	Per 100
Brand's Magnificent, red.....	\$5.00	\$45.00
Grover Cleveland, late red.....	4.50	
Longfellow, bright red.....	6.00	
Richard Carvel, early red.....	6.50	60.00
Martha Bulloch, large pink.....	6.50	60.00
Mona, Jules Elie, early pink.....	4.50	
Phyllis Kelway, large pink.....	7.50	
Sarah Bernhardt, late pink.....	4.50	
Strong, 3 to 5-eye divisions. Cash. Pack- ing free.		

WHEELLOCK WILSON NURSERY  
Marshalltown, Ia.

Surplus Stock  
can be easily and quickly turned into  
Cash

by listing it in the  
American Nurseryman Classified Ads.

## PHLOX

## PHLOX SUBULATA

Our Creeping Phloxes are extra nice this year. Let us ship them now so that you can pot these and set them in a cold frame, from where they will be ready to sell in the spring.

Per 10 Per 100

ATROPURPUREA, rich, wine-red..... \$1.60 \$12.00

BLUE HILLS, showy sky-blue..... 1.60 12.00

ROSEA, bright rose..... 1.60 12.00

WHITE CUSHION, pure white..... 1.60 12.00

250 or more of one variety at 10c per plant.

Cash please.

WALTERS GARDENS

Rt. 2, Zeeland, Mich.

Quick—Convenient—Cheap!

Selling through the Classified Ads

of the American Nurseryman.

## ROSEBUSHES

## ROSEBUSHES

2-yr. plants.

Grown, graded and packed to perfection.

Complete assortment of varieties.

WRITE TODAY FOR PRICES AND

BOOK YOUR REQUIREMENTS NOW!

ROSEMONT NURSERIES

D. L. Thompson, Owner

Dept. AN

Tyler, Tex.

## NORTHERN OHIO GROWN ROSES

Naturally Matured—Conscientiously Handled

If you have not as yet received it, ask for

our list of Hybrid Tea, Floribundas and

Climbers in the newest and best varieties.

For 30 years a consistently reliable source

of finer roses.

GERARD K. KLYN, Inc.

Mentor, O.

## ROSA MULTIFLORA JAPONICA

Thornless, large-grown strains good for

budding purposes, 12-in. cuttings, \$2.00 per

100; \$5.00 per 1000. 2-yr. grown from 12-in.

cuttings not from seed \$5.00 per 100;

\$25.00 per 1000. 12 to 18 ins., well-br., well-

rooted.

## FINGER LAKES NURSERIES

Geneva, N. Y.

## ROSES

Surplus WEST BEST field-grown rose-

bushes, 2-yr.-old, No. 1 grade and quality.

The better standard varieties. Patented and

nonpatented.

BOOY ROSES

San Jacinto, Calif.

## ROSES

Well-matured, 2-yr. rosebushes. Babies,

Floribundas, Hybrid Teas and Climbers. Also

Rosa multiflora understock, rooted cuttings,

no side roots. Send for price list.

FELIX ZAMPINI & SONS

Phone: ELWOOD 4-8054 Painesville, O.

## ROSEBUSHES

Good roses will not be in oversupply.

Early bookings are indicated. List now

ready. Send for your copy today.

MARTIN'S ROSE NURSERY

P. O. Box 155 Tel.: 713 Arp, Tex.

## ROSES

The season's best deal. See for yourself.

Standard and patent varieties. List to the

trade.

NEW LONDON ROSES

Box 876 Overton, Tex.

## 2-YEAR, FIELD-GROWN ROSEBUSHES.

Hybrid Teas, Floribundas, Polyanthas and

Climbers.

Finest quality. Price list on request.

WELLS BROS. NURSERY

Box 625 Phone 12F4W Lindale, Tex.

ROSEBUSHES: Good assortment. No. 1,

30c. No. 1 1/2, 24c; No. 2, 18c in lots 400 and

## SELECTED FOR GRAFTING

	Per 1000
Biota orientalis.....	\$45.00
2-yr., 10 to 14 ins.....	30.00
1-yr., 3 to 6 ins.....	15.00
Juniperus virginiana,	
2-yr., 6 to 8 ins.....	60.00

These are carefully packed.

## SOUTHERN NURSERY

Rt. 7, Box 245A Oklahoma City 9, Okla.

## SEEDS

SEEDS	
MAHONIA NEPENSIS dried berry seeds,	
\$1.00 per 4 oz., or \$2.00 per lb.	
KINKINNICK seed, \$1.00 per 4 oz., or	
\$2.00 per lb.	

## PORTLAND AVENUE NURSERY

H. F. Bushell  
1409 E. 59th and Portland Ave.  
Tacoma, Wash.

TREE SEEDS, domestic and foreign. Get scarce kinds by ordering early. List.

## K. J. BRADEN

Box 187 Milton, N. H.

If you don't find it listed here  
Try a Want ad in the next issue  
of the American Nurseryman.

## SHRUBS AND TREES

## 1-YR. SEEDLINGS

	Per 100	Per 1000
Acer palmatum.....	\$ 5.00	\$ 40.00
Cornus kousa.....	6.00	50.00
Fagus sylvatica.....	7.00	65.00
Syringa vulgaris.....	3.00	25.00
Taxus capitata.....	5.00	40.00

## 2-YR. SEEDLINGS

Abies balsamea.....	5.00	40.00
Abies douglasii.....	6.00	55.00
Chinese Chestnut.....	20.00	
Ilex crenata.....	6.00	50.00
Thuja orientalis.....	3.50	30.00

## 3-YR. SEEDLINGS

Picea alba.....	3.50	25.00
Picea excelsa.....	3.50	25.00
Picea pungens glauca.....	4.50	40.00
Pinus mughus.....	4.00	30.00
Pinus strobus.....	3.50	25.00
Pinus sylvestris.....	3.50	25.00
Thuja occidentalis.....	5.00	40.00
Tsuga canadensis.....	6.00	50.00
Tsuga caroliniana.....	6.00	50.00

## 1-YR. POTTED GRAFTS

Cornus florida rubra.....	65.00	
Picea pungens kosteriana.....	125.00	
Picea pungens moerheimii.....	125.00	
Pinus cembra.....	65.00	
Pinus strobus nana.....	65.00	
Tsuga sargentii canadensis.....	65.00	
Wisteria multi-juga.....		
lavender.....	50.00	

## TRANSPLANTS

Cornus florida, branched.....	50.00	
18 to 24 ins.....	50.00	
Euonymus alatus.....	6.00	50.00
Picea alba, 6 to 8 ins.....	6.00	50.00
Picea excelsa, 6 to 8 ins.....	6.00	50.00
10 to 15 ins.....	15.00	140.00
Picea pungens glauca.....	8.00	
Tsuga canadensis.....	10.00	95.00
8 to 10 ins.....	15.00	140.00
10 to 12 ins.....	20.00	190.00
12 to 18 ins.....	30.00	

## ROOTED CUTTINGS TRANSPLANTED

## IN BEDS

Azalea rhododendri.....	15.00	
4 to 6 ins.....	10.00	85.00
Ilex bullata, 4 to 6 ins.....	10.00	90.00
Ilex crenata, 5 to 8 ins.....	10.00	
Ilex rotundifolia.....	12.00	100.00
5 to 8 ins.....	12.00	100.00
Juniper, Irish, 4 to 6 ins.....	10.00	
Juniper, Pfitzer.....	12.00	100.00
4 to 6 ins.....	10.00	90.00
Juniper, Stricta.....	15.00	
Pyracantha lalandi, potted.....	20.00	
Rytidospora plumosa aurea.....	10.00	90.00
6 to 8 ins.....	10.00	90.00
Taxus brevifolia.....	10.00	90.00
4 to 6 ins.....	10.00	90.00
Taxus cuspidata.....	10.00	90.00
4 to 6 ins.....	10.00	90.00
Taxus hatfieldi.....	10.00	90.00
4 to 6 ins.....	10.00	90.00
Taxus hispida, 4 to 6 ins.....	10.00	90.00
Thuja globosa, 5 to 8 ins.....	10.00	90.00
Thuja nigra, 4 to 6 ins.....	10.00	90.00
Thuja vernaecana.....	12.00	
6 to 8 ins.....	12.00	
Viburnum burkwoodii.....	50.00	
12 to 15 ins.....	4.00	35.00

## VAN DINE NURSERY

Berdan Ave. Preakness, N. J.

## DOGWOOD—WHITE FLOWERING

Cornus florida.....	Each
700—2 to 3 ft., B&B.....	\$1.25
300—3 to 4 ft., B&B.....	2.00
270—4 to 5 ft., B&B.....	2.50
150—6 to 7 ft., B&B.....	3.50
82—8 to 9 ft., B&B.....	4.50

All trees are well branched, single body,  
heavy caliper, and nursery-grown. Bloom  
buds on most of the three larger grades.

## WHERRY'S NURSERIES

St. Marys, W. Va.

## SHRUBS

	Per 10	Per 100
Deutzia crenata and Pride of		
Rochester, 2 to 3 ft.....	\$3.50	\$30.00
3 to 4 ft.....	5.00	45.00
4 to 6 ft.....	7.50	70.00
Dogwood, red-stemmed.....	3.50	30.00
2 to 3 ft.....	5.00	45.00
3 to 4 ft.....	7.50	70.00
4 to 6 ft.....	4.50	40.00
Forsythia, dwarf, 15 to 18 ins.....	7.00	65.00
24 to 30 ins.....	3.50	30.00
Forsythia spectabilis and		
suspensa, 2 to 3 ft.....	5.00	45.00
3 to 4 ft.....	7.50	70.00
4 to 6 ft.....	4.50	40.00
Forsythia Spring Glory.....	6.00	55.00
2 to 3 ft.....	8.50	80.00
3 to 4 ft.....	4.50	40.00
4 to 6 ft.....	7.50	70.00
Hydrangea, blue, 2-yr.....	6.00	55.00
Hydrangea P. G., 3 to 4 ft.....	7.50	70.00
Snowball, Japanese, 18 to 24 ins.....	6.00	55.00
2 to 3 ft.....	7.00	65.00
3 to 4 ft.....	9.00	85.00
Snowberry (Symphoricarpos		
racemosus), 2 to 3 ft.....	3.50	30.00
3 to 4 ft.....	4.50	40.00
Spiraea reevesiana, 2 to 3 ft.....	4.50	40.00
3 to 4 ft.....	6.00	55.00
Spiraea vanhouttei, 18 to 24 ins.....	2.50	20.00
2 to 3 ft.....	3.50	30.00
3 to 4 ft.....	4.50	40.00
Tamarix, 2 to 3 ft.....	3.50	30.00
3 to 4 ft.....	5.00	45.00
4 to 5 ft.....	6.00	55.00

## WAYNESBORO NURSERIES

Waynesboro, Virginia

## SURPLUS STOCK

Write for attractive quotations and our	
new trade list.....	
Aralia pentaphylla, 18 to 24 ins., 2 to 3 ft.,	
3 to 4 ft.....	
Cut-leaved Weeping Birch, 4 to 5 ft., 5 to	
6 ft., 6 to 8 ft., 8 to 10 ft., 10 to 12 ft.,	
European White Birch, 4 to 5 ft., 5 to 6 ft.,	
6 to 8 ft.....	
Cornus stolonifera, 18 to 24 ins., 2 to 3 ft.,	
3 to 4 ft.....	
Deutzia gracilis, 12 to 15 ins., 15 to 18 ins.,	
18 to 24 ins.....	
Deutzia lemoinei, 12 to 15 ins., 15 to 24 ins.,	
2 to 3 ft.....	
Euonymus patens, 12 to 15 ins., 15 to 18 ins.,	
18 to 24 ins., 2 to 3 ft.....	
Hydrangea P.G., 12 to 18 ins., 18 to 24 ins.,	
2 to 3 ft.....	
Ibota Privet, 2 to 3 ft., 3 to 4 ft.....	
Malus, Bechtel's, Floribunda, Eleyi, Hopa,	
Aldenhamsensis, 3 to 4 ft., 4 to 5 ft., 5 to	
6 ft.....	
Prunus slebodzi, 2 to 3 ft., 3 to 4 ft., 4 to 5	
ft., 5 to 6 ft., 6 to 8 ft.....	
Prunus, Thundercloud, Newport, Cistena, 2 to	
3 ft., 3 to 4 ft., 4 to 5 ft., 5 to 6 ft.,	
6 to 7 ft.....	
Spiraea vanhouttei, 2 to 3 ft., 3 to 4 ft.,	
4 to 5 ft.....	
Snowberry, red, white and pink, 18 to 24 ins.,	
2 to 3 ft., 3 to 4 ft., 4 to 5 ft.....	
Weigela rosea, 18 to 24 ins., 2 to 3 ft.,	
3 to 4 ft.....	

## CHAMPION NURSERIES

101 Main St. Perry, O.

## SEEDLINGS

	Per 100	Per 1000
Acer palmatum.....	\$ 6.00	\$50.00
1-yr., 2 to 5 ins.....		
Juniperus virginiana.....	8.00	50.00
2-yr., 6 to 12 ins.....		
Juniperus virginiana, 8 to 12 ins.,		
graded understocks.....	10.00	75.00
Ligustrum regelianum, S.....	10.00	60.00
12 to 18 ins.....		
Ligustrum regelianum, S.....	12.00	80.00
18 to 24 ins.....		
Austrian Pine.....	3.00	20.00
2-yr., run of beds.....	3.50	25.00
2-yr., 3 to 6 ins., graded.....	6.00	35.00
2-yr., 6 to 12 ins., graded.....		
Scotch Pine.....	3.00	20.00
2-yr., run of beds.....	3.50	25.00
2-yr., 4 to 8 ins., graded.....	6.00	35.00
2-yr., 6 to 12 ins., graded.....		
Colorado Spruce.....	4.00	25.00
2-yr., 1 1/4 to 3 ins., graded.....		
Norway Spruce.....	2.50	15.00
2-yr., run of beds.....	3.50	25.00
2-yr., 4 to 8 ins., graded.....	4.50	30.00
2-yr., run of beds.....	5.00	30.00
2-yr., 8 to 12 ins., graded.....	10.00	90.00
Taxus capitata, 2-yr., 3 to 6 ins.....		

A complete catalog on request.

## HEASLEY'S NURSERIES

Freeport Rd. Butler, Pa.

## VIBURNUM CARLESI

This is the first time since the beginning  
of the war that we have been able to offer  
a supply of Viburnum Carlesii seedlings. All  
these years we have not been able to buy  
any seed and still cannot, but can offer  
these seedlings because we have our own  
seed by this time. We offer the following for  
fall, 1954, and spring, 1955:

Strong, 2-yr. seedlings	Per 100	Per 1000
4 to 8 ins.....	\$15.00	\$125.00
8 to 12 ins.....	20.00	175.00
12 to 18 ins.....	30.00	250.00
Transplants, branched, mail-order size, 12 to		
18 ins., \$75.00 per 100.		

## C. HOOGEENDOORN

Turner Rd. Newport, R. I.

## QUALITY STOCK

Abelia grandiflora, 15 to 18 ins., B.R.....	\$9.35
Bakia Arborvitae, 8 to 12 ins., B.R.....	25
12 to 15 ins., B.R.....	25
15 to 18 ins., B.R.....	30
Bonita Arborvitae.....	
6 to 8 ins., B.R.....	20
8 to 10 ins., B.R.....	25
10 to 12 ins., B.R.....	25
Conspicua Arborvitae (Goldspire).....	
10 to 12 ins.....	30
Woodward Globe Arborvitae.....	
8 to 10 ins., B.R.....	30
Biota aurea nana (Herckmans Golden),	
6 to 8 ins., B.R.....	25
8 to 10 ins., B.R.....	30
10 to 12 ins., B.R.....	40
Euonymus japonicus, 10 to 12 ins., B.R.....	20
Hetz Juniper, 12 to 15 ins., B.R.....	30
Hetz Juniper, 15 to 18 ins., B.R.....	40
Pfitzer Juniper, 12 to 15 ins., B.R.....	40
Pfitzer Juniper, 15 to 18 ins., B.R.....	50
Savin Juniper, 15 to 18 ins., B.R.....	40
Ligustrum lucidum, 15 to 18 ins., B.R.....	40
Photinia serrulata, 15 to 18 ins., B&H.....	1.00
Photinia serrulata, 18 to 24 ins., B&H.....	1.25

25 per cent must accompany order, balance C.O.D.

## PEARSALL'S NURSERY CO.

Wellman Ave. Huntsville, Ala.

## FLOWERING TREES

	Per 10	Per 100
Pink-flowering Dogwood, 1-yr., buds.....		
24 to 30 ins.....	\$15.00	\$125.00
18 to 24 ins.....	15.00	100.00
12 to 18 ins.....	10.00	75.00
6 to 12 ins.....	7.50	60.00
Flowering Crab Apple, 1-yr., whips,		
Eleyi, Hopa and Floribunda.....		
3 to 4 ft.....	5.00	40.00
2 to 3 ft.....	4.00	30.00
18 to 24 ins.....	3.00	20.00
12 to 18 ins.....	2.00	17.50
Prunus Thundercloud, 1-yr., buds,		
(Purple-leaved Plum).....		
3 to 4 ft.....	6.00	50.00
2 to 3 ft.....	3.00	20.00
18 to 24 ins.....	3.00	20.00
Apple Trees, 1-yr., whips.....		
Red Delicious and Yellow Delicious.....		
3 to 4 ft.....	4.00	30.00
2 to 3 ft.....	3.00	20.00
18 to 24 ins.....	2.00	15.00
4% Cash Discount—October		
5% Cash Discount—November		
GLOBE NURSERIES		
Box 249, McMinnville, Tenn.		

## QUALITY SEEDLINGS

Greenbrier Farms Nursery offers 1-year  
seedlings of outstanding quality for delivery  
after December 1, 1954:

	Per 1000
10,000 Cornus florida, 12 to 18 ins.....	\$ 50.00
5000 Cornus florida, 18 to 24 ins.....	75.00
18,000 Fraxinus pennsylvanica	
lanceolata, 1 to 2 ft.....	15.00
5000 Hamamelis virginiana.....	60.00
6 to 8 ins.....	
7000 Magnolia grandiflora.....	100.00
4 to 8 ins.....	
5000 Prunus caroliniana.....	80.00
6 to 12 ins.....	
8000 Quercus darlingtonia.....	70.00
12 to 15 ins.....	
5% discount for cash with order.	
GREENBRIER FARMS, INC.	
Norfolk, Va.	

## JAPANESE RED MAPLE SEEDLINGS

(Acer Palmatum Atropurpureum)

100% RED	100% BRANCHED T.
Well hardened, grown in open beds.	
Ready for 6-in. pots or open field planting.	
3-yr., XX, well-branched, 8 to 10 ins., 60c ea.	
3-yr., XX, well-branched, 10 to 12 ins., 70c ea.	
Other sizes available.	
Shipped bare root, packed in sphagnum.	
Ready for shipment late October on	
20% deposit. Will reserve orders.	
These are not ordinary seedlings, but a	
carefully selected strain of true Red Maples.	
If you have never tried our Maples try a	
small order and you will be convinced of	
quality. Hardier than grafts—grown much	
faster.	

Specializing in maple seedlings.

## HUBBS NURSERIES

Rt. 130 Riverton, N. J.

## SHRUBS

	Per 10	Per 100
Beauty Bush, 2 to 3 ft.....	\$ 5.50	\$50.00
3 to 4 ft.....	6.50	60.00
4 to 5 ft.....	8.50	80.00
Lilac, Rothomagensis.....		
2 to 3 ft.....	5.00	45.00
3 to 4 ft.....	6.00	55.00
4 to 5 ft.....	7.50	70.00
Lilac, French, own-root.....		
Mixed varieties only.....		
2 to 3 ft.....	7.00	65.00
3 to 4 ft.....	8.50	80.00
4 to 5 ft.....	11.00	

Packing free for cash.

## WHEELLOCK WILSON NURSERY

Marshalltown, Ia.

## ABELIA GRANDIFLORA

2-yr., field-grown under irrigation, 18 to  
24 ins. and 24 to 30 ins., row run, 20c each  
in lots of 1000; less than 1000, 25c each plus  
packing cost.

## JORDAN NURSERIES

## SHRUBS and TREES—Continued

## PINK-FLOWERING DOGWOOD

	Each
6 to 12 ins., B.R. ....	\$0.50
12 to 18 ins., B.R. ....	.75
18 to 24 ins., B.R. ....	1.00
24 to 30 ins., B.R. ....	1.25
30 to 36 ins., B.R. ....	1.50
3 to 4 ft., 2-yr. ....	2.00
3 to 4 ft., 2-yr. ....	2.00
Pink Dogwood, dormant budded liners, \$25.00 per 100.	

## WHITE-FLOWERING DOGWOOD

	Each
12 to 18 ins., B.R., 2-yr., br. ....	\$0.98
18 to 24 ins., B.R., 2-yr., br. ....	.12
24 to 30 ins., B.R., 2-yr., br. ....	.25
30 to 36 ins., B.R., 2-yr., br. ....	.35

IKE HAWKERSMITH NURSERY  
Winchester, Tenn.

## COTONEASTER PRAECOX

This is one of the hardest Cotoneasters which went through 20 degrees below zero without any harm. It has large berries like cranberries which color up in the middle of August and remain on until very late fall. It grows rather flat and makes an ideal plant to combine with foundation plantings, especially with ranch-type houses. We can offer the following for fall, 1954, and spring, 1955:

	Per 100	Per 1000
Strong, 1-yr. seedlings, branched, 4 to 8 ins. ....	\$25.00	\$250.00
Transplants, 2-yr., 8 to 12 ins. ....	50.00	....

C. HOOGENDOORN  
Turner Rd. Newport, R. I.

## LINING-OUT STOCK

	Each
Buxus sempervirens, 4-in. pot, TT. ....	\$0.50
Ilex latifolia, 4-in. pot, TT. ....	.50
Ilex opaca, 4-in. pot, TT. ....	.50
Pyracantha coccinea, 4-in. pot, TT. ....	.50
Taxus brevifolia, 4-in. pot, TT. ....	.50
Taxus cuspidata, 4-in. pot, TT. ....	.50
Taxus densiformis, 4-in. pot, TT. ....	.50
Taxus hatfieldi, 4-in. pot, TT. ....	.50
Pin Oak, S., 1-yr. ....	.08
Washington Hawthorn, 2-yr., S., 9 to 12 ins. ....	.20
Washington Hawthorn, 2-yr., S., 12 to 15 ins. ....	.22½

HOULIHAN NURSERY CO.  
Creve Coeur, Mo.

## FIRST-CLASS STOCK

We offer first-class stock in the following trees: Birch; European White, Cut-leaved and Clump; Flowering Weeping Cherry; Kwan-zan, Mt. Fuji and Amanogawa. Paul's Scarlet Thorn, low and high branched. Flowering Crab Apple in all leading varieties. All of the above we offer at a special price in the popular grades. Send for our price list of these and other leading items that we have to offer.

VILLA NURSERIES  
Montavilla Station P. O. Box 5137  
Portland 16, Ore.

## QUALITY STOCK

	Per 100	Per 1000
Yaupon Holly, T., 6 to 12 ins. ....	\$ 5.00	\$ 40.00
Yaupon Holly, T., 12 to 18 ins. ....	8.00	70.00
Live Oaks, field-grown, 12 to 18 ins. ....	5.00	40.00
2 to 3 ft. ....	12.00	100.00
3 to 4 ft. ....	15.00	125.00
Laurel Cherry, 12 to 18 ins. ....	5.00	40.00

L. H. BUTTER NURSERY  
Box 205, Forest Hill, La.

## OAK SEEDLINGS

	Per 100	Per 1000
We are offering the following varieties, grown under irrigation. White Oak (Alba), Red Oak (Borealis) and Pin Oak (Palustris).		
5 to 12 ins., 2-yr. ....	\$ 6.00	\$ 50.00
12 to 18 ins., 2-yr. ....	8.00	75.00
18 to 24 ins., 2 and 3-yr. ....	11.00	100.00
2 to 3 ft., 2 and 3-yr. ....	16.00	150.00

HAGGERTY LANDSCAPE NURSERY  
2600 S. 48th Lincoln 6, Neb.

FLOWERING CRAB APPLE—45 varieties, 1-yr. trees, branched and/or whips. Also 1-yr. grafts, Almey, Dorothea, Katherine and Van Eseltine.

PRUNUS THUNDERCLOUD (Purple-leaved Plum), well-branched, 1-yr. trees. TAXUS—Anderson, Brown, Cuspidata, Halloran, Hatfield and Hicks, 18 to 24 ins., 24 to 30 ins. and some larger.

SIMPSON ORCHARD CO.  
U. S. 50 E. Vincennes, Ind.

## CHINESE ELM

	Per 100
Transplants, branched, 4 to 6 ft. ....	\$25.00
6 to 8 ft. ....	50.00
8 to 10 ft. ....	90.00
25 at the 100 rate. Liberal grading.	

GRUNDY'S GARDENS  
Anton, Tex.

ABELIA GRANDIFLORA, good, field-grown liners, cut back once, \$25.00 per 1000.  
MOUNTVILLE NURSERIES  
Mountville, Ga.

## QUALITY STOCK

	100	1000
Juniperus virginiana, transplanted understock ....	\$10.00	\$85.00
Thuja orientalis, transplanted understock ....	7.50	65.00
Acer palmatum, 1-yr., S., 4 to 6 ins., per 100; \$50.00 per 1000; in lots of 5000 and up, \$40.00 per 1000.		

## HESS' NURSERIES

Mountain View, N. J.

## LIST NOW AVAILABLE

Write for our new price list on shade trees, shrubbery and evergreens. Good-quality stock at prices you can afford to pay. For example: Compact plants, B&B.

	Each
Irish Juniper, 2 to 3 ft. ....	\$1.25
Pfitzer Juniper, 15 to 18 ins. ....	1.50
Nandina, 18 to 24 ins. ....	1.00

## ROLLER'S NURSERY

Rogers, Ark.

## 1-YR. SEEDLINGS

	Per 100	Per 1000
White Dogwood ....	\$ 6.00	\$ 60.00
Canadian Hemlock, T., 8 to 10 ins. ....	15.00	120.00
Norway Maple ....	6.00	50.00
Red Oak ....	6.00	....
Taxus capitata ....	6.00	\$50.00

See display ad page 30 for spring liners.

## RUMMEL NURSERIES

Pompton Plains 1, N. J.

## ACER DASYCARPUM

(Silver Maple)

	Per 100	Per 1000
6 to 12 ins., S. ....	\$1.75	\$10.00
12 to 18 ins., S. ....	2.25	15.00
12 to 18 ins., T. ....	3.00	20.00
18 to 24 ins., T. ....	3.50	30.00
2 to 3 ft., T. ....	5.00	45.00

E. L. BABCOCK NURSERY  
32 West Ave. Dansville, N. Y.

## CALIFORNIA PRIVET

	Per 1000
1-yr., 12 to 24 ins., well-rooted. ....	\$30.00
2-yr., 24 to 36 ins., well-branched. ....	50.00

Also B&B Evergreens

## THE HOMESTEAD NURSERY

Wholesale Growers  
Pemberton, N. J.

## FLOWERING CRAB APPLES

	Per 10	Per 100
2 to 4 ft. ....	\$ 8.50	\$ 75.00
4 to 6 ft. ....	12.50	100.00
Varieties: Dolgo, Eley, Hopa, Redfield, Red Silver, Redvein, Scheldeckerl.		

Ask for wholesale price list on other nursery stock.

## WAYNESBORO NURSERIES

Waynesboro, Virginia

## HARD MAPLE SEEDLINGS—COLLECTED

	Per 100	Per 1000
12 to 18 ins. ....	\$45.00	per 1000
18 to 24 ins. ....	65.00	per 1000
2 to 3 ft. ....	90.00	per 1000

These are nice, straight plants, growing in leaf mold, so have good fibrous roots. Fall or spring shipment. F.O.B. Red Wing. Samples sent on request.

RED WING NURSERY Red Wing, Minn.

## For \$3.50

you can offer that surplus in a classified ad of 10 lines on these pages—quickly and easily turning stock into cash.

## AT 35¢ PER LINE

you can keep a list of specialty items before trade buyers through the selling season at small cost.

Send your copy (count 6 average words to line) for the next issue to reach us by October 29.

## AMERICAN NURSERYMAN

343 S. Dearborn St. CHICAGO 4, ILL.

## FLOWERING SHRUBS

10,000 Forsythia, Spiraea thunbergii, Spiraea vanhouttei, Weigela and Deutzia. 3 to 4 ft., heavy 50¢; 4 to 5 ft., 75¢.  
BAIER LUSTGARTEN NURSERIES  
Middle Island, L. I., N. Y.  
Phone: Yaphank 4-3444

## DOUBLE PINK JAPANESE FLOWERING CHERRIES (Kwanzan)

Strong 1-yr. grafts, 12 to 18 ins. .... \$50.00  
Strong 1-yr. grafts, 18 to 24 ins. .... 75.00  
C. HOOGENDOORN  
Turner Rd. Newport, R. I.

## RED BARBERY

2-yr. seedlings, extra heavy.

Quotations sent on request.

PAUL J. SQUARE NURSERY

120 Fairport Nursery Rd.

Painesville, O.

SEND FOR LIST—200 varieties rare trees, shrubs, evergreens, vines and perennials, 10c, 25c and 50c each. BART'S NURSERY, 5th St., Fullerton, Pa.

MAHONIA BEALEI SEEDLINGS  
\$30.00 per 1000  
JORDAN NURSERIES  
P. O. Box 130 Milledgeville, Ga.

Start Your Offer Now  
in the American Nurseryman  
And Watch Sales Climb.

## VEGETABLE PLANTS

RHUBARB  
Canadian Red, strong divisions, \$3.00 per 10; \$25.00 per 100.

WHEELOCK WILSON NURSERY  
Marshalltown, Ia.

Turn Stock into Dollars  
by Listing It in the Classified Ads  
of the American Nurseryman.

## VINES

## HONEYSUCKLES.

Lonicera Japonica Halliana, extra-heavy No. 1, 3 and 4-yr., 18 to 24-in. field plants, 3 and 4 leads, \$40.00 per 1000; lighter grade, \$30.00 per 1000; sample 100, \$5.00. Experienced labor for grading and packing quantity orders. Immediate shipment. No order too large.  
ROBINSON NURSERY CO.  
Greenville, Ga.

Quick—Convenient—Cheap!  
Selling through the Classified Ads  
of the American Nurseryman.

## MISCELLANEOUS

EUONYMUS—Patens Newport, carrierel and erecta, 2-in. pot, 10c; 2-yr., T. 20c, 3-yr., T. 30c. Coloratus, 2-in. pot, 10c.  
JUNIPERUS HETZLI—2½-in. pot, 18c; 2-yr., T. 35c.  
BALTIC IVY—2-in. pot, 10c.  
SHASTA DAISY, MAJESTIC—div., 14c.  
Good Stock. Prompt Shipment.  
STRATFORD GARDENS  
Russell Breece Delaware, O.

## QUALITY STOCK

Perennials, Shrubs, Trees, Hibiscus Mal-lows, Liriope, 60 leading varieties of Hemerocallis, and lining-out stock. Write for new wholesale listing today. Liberal count, high quality, careful grading.  
RIEGL PLANT CO. NURSERY  
Experiment, Ga.

FEVERFEW GOLDEN, 10c; Hardy Ivy, 10c; Dwarf Begonia, red and white, 10c.  
Vinca Minor, hardy, 10c; Hahn's Ivy, 10c.  
BART'S NURSERY  
522 5th St., Fullerton, Pa.

PEONIES, pink and mixed, strong divisions, choice sorts, labels missing, \$2.50 per 10; \$20.00 per 100.

CANADA RED RHUBARB, \$25.00 per 100.  
STRAND NURSERY CO.,  
Taylors Falls, Minn.

More customers for you!  
Over 8,000 subscribers, all active buyers,  
see your ad in the American Nurseryman.

## WANTED

WANTED  
2000 Stevens Late Strawberry  
2000 Geneva Red Raspberry  
& Blenheim Pippin Apples  
B. D. MAYNARD  
329 E. Ave. N  
Hamilton, Ont., Canada

## WANTED

Taxus tips for cuttings.  
Any variety. Write.  
JOHN G. ZELINKA  
Evergreen Nursery  
Rt. 2, Box 291 Grand Haven, Mich.

## WANTED

Pink Dogwood, 5 ft. and up.  
THE PETER CASCIO NURSERY  
2600 Albany Ave., West Hartford 7, Conn.

# SUPPLIES AND SERVICES

## BIRD FEEDERS

**BIRD FEEDERS**  
Wild bird feeding stations and houses are now big business. If located in a suburban or rural area, you can share BIG profits. Generous discounts, fast turnover and many repeat sales.

Write on your letterhead for Catalog HN.  
**McHUTCHISON & CO.**  
95 Chambers St. 311 S. E. Belmont  
New York 7, N. Y. Portland, Ore.

Quick—Convenient—Cheap!  
Selling through the Classified Ads  
of the American Nurseryman.

## CHRISTMAS TREES

### CHRISTMAS TREES

Balsam, Spruce, long needle Pine and Nova Scotia Balsam Christmas trees. Wholesale to dealers and truckers on my lots at Merrillan and Hayward, Wis. Will deliver. Will have 21,000 trees.

### BOUGHS

Of long needle Pine (Norway), Balsam, White Pine, Jack Pine and Spruce. Get your order in now.

Cones and evergreen wreaths for Christmas. Also memorial wreaths. Open cones of all kinds.

Evergreen tree seeds from the Great Lakes region: Red Pine, White Pine, Balsam Fir, White Spruce, Black Spruce, American Arborvitae, Norway Spruce and Scotch Pine. For information write:

**LESLIE B. RHOADES**  
Merrillan, Wis.  
Phone: 79

**CHRISTMAS TREE BUYERS, ATTENTION**  
Not just Canadian but Nova Scotia top-quality Balsam Fir trees that really sell. Carload orders only. Your choice of size assortments. Write or phone immediately for prices and further information. See our display ad on page 30 of this issue.

### HOFFER CHRISTMAS TREES

209 Colfax Rd. Havertown, Pa.  
Phone: Hilltop 6-0748

### CHRISTMAS TREES

Spruce, \$3.75 per bale; Norway Red Pine, \$4.50 per bale.

Wreaths and roping. Balsam and Pine boughs.

Truck delivery. Order early.  
**FAIRMONT NURSERY**  
Fairmont, Minn.

## DECORATIVES

PINE CONES, 1 to 2½ ins., \$2.00 per bu.  
GUM BALLS, \$2.00 per bu.

F. O. B. New Albany, Ind.  
**KNOB VIEW NURSERY**  
R. R. 1, New Albany, Ind.

**CHRISTMAS DECORATIONS SINCE 1900.**  
Various evergreen roping and wreaths. Sprays, Christmas trees, Nativity scenes, etc. Ask for price list. **APPALACHIAN EVERGREEN CO.**, Boone, N. C.

More customers for you!  
Over 8,000 subscribers, all active buyers,  
see your ad in the American Nurseryman.

## FLATS

**FLATS**  
**MINNESOTA WHITE CEDAR FLATS**

	Per 100
No. 1, 14x20x2½	\$24.00
No. 2, 14x20x3½	27.75
No. 3, 12x16x2½	18.50
No. 4, 12x16x3½	21.75
No. 5, 14x16x2½	20.75
No. 6, 14x16x3½	24.50
No. 7, 15x22x2½	27.25
No. 8, 15x22x3½	31.50
No. 9, 11½x22x2½	23.00
No. 10, 11½x22x3½	26.00
No. 11, 13½x16x5½	30.00
No. 12, 5x5x11	16.00
No. 13, 5x5x16	18.50

All other sizes quoted on request.  
5 per cent discount on orders of 1000 or more.

The above sizes are inside. Bottoms and sides are ¾ in. and ends are ¾ in. thick. All material surfaced on one side. All shipments by trucks unless otherwise ordered.

Your name and address printed up to three lines in black, weather and waterproof ink, on one or both end pieces at the following rates: \$1.00 set up charge plus ¼ cent per end piece for the first 1000 ends, ½ cent per end thereafter.

Shipped knocked-down in bundles of 25. F.O.B. Cook, Minn. Attach check. Order by number.

**H. C. HILL & SONS, Cook, Minn.**

## REDWOOD FLATS, K. D.

Finest stock obtainable. Guaranteed all clear heart. Size 20x15x3 ins. inside measure, \$42.00 per 100.

1x1-in. Cypress stakes, pointed.

50 pcs. to bundle, 4 ft., \$3.50 per bdl.

50 pcs. to bundle, 5 ft., \$4.50 per bdl.

50 pcs. to bundle, 6 ft., \$5.50 per bdl.

Ship same day. Cash with order, please.

**YOHO & HOOKER, Youngstown 2, Ohio**

## FERTILIZERS

### SOLUBLE FERTILIZERS

**PETERS SPECIAL AZALEA FERTILIZER**

21-10-10 with 3 per cent chelated iron.

\$7.25 per 25-lb. bag, \$25.00 per 100 lbs., F.O.B. Allentown, Pa.

**ROBERT B. PETERS CO.**  
739 N. 7th St. Allentown, Pa.

## LABELS

### DAHLIA OR TREE LABELS

	Plain	Painted
3½x½ ins., notched (not wired)	\$2.50	\$3.00
3½x½ ins., wired (copper)	3.30	4.10

### POT LABELS

4x½ ins. (cartons 1000 each)	2.90	3.40
5x¾ ins. (cartons 1000 each)	3.10	3.70
6x¾ ins. (cartons 1000 each)	3.40	4.15
8x¾ ins. (cartons 500 each)	5.00	6.20
10x¾ ins. (cartons 500 each)	6.00	7.30

### GARDEN STAKES

Price per carton.				
8x 7/8	ins.	(cartons 250 each)	1.85	2.15
10x 7/8	ins.	(cartons 250 each)	2.10	2.40
12x1 1/4	ins.	(cartons 100 each)	1.40	1.60

### EVERMARK PENCILS

The original label marker. 1 doz. 7-in. pencils per box, \$1.25.

Our labels are perfectly white and smooth on both sides and are pronounced by growers the best and most economical.

"We ship the same day."

**YOHO & HOOKER**

Youngstown 2, O.

Turn Stock into Dollars  
by Listing It in the Classified Ads  
of the American Nurseryman.

## ORCHID SUPPLIES

**SHREDDED WAXED PAPER**, 65c per lb.; 10 lbs. \$5.50.

**CURSON POT WATERER** with aerator tip, \$7.50.

**STANDARD TEMPERATURE ALARM**. A must for every greenhouse, \$17.00.

18-in. Double Pot Hangers, No. 10 ga., \$3.00 dozen; reduced price, \$19.50 per 100.

2, 3, 5-in. orchid tubes with natural rubber caps, \$3.25 per 100; \$14.50 per 500; \$24.25 per 1000.

**OSMUNDA**, \$11.00; 2 bales, \$21.00. F.O.B. Houston.

**WRIGHTWOOD FLORAL CO., INC.**

2407 N. Main St. Houston 9, Tex.

Prices F.O.B. subject to change with notice.

## PEAT

### CANADIAN PEAT

Easiest to work because of its fine grind. Easiest to sell because of its neat packaging and attractive wrap. Easiest buy because it is always available from INSIDE storage at BOTH Dallas and Scottsville.

1 to 9 bales.....\$3.95 ea. \$3.95 ea.

10 or more bales.....3.75 ea. 3.85 ea.

**VERHALEN NURSERY CO.**

Scottsville, Tex., and

12140 Harry Hines Blvd., Dallas, Tex.

### HOLLAND PEAT MOSS

**JUST ARRIVED—PRICES REDUCED ON ORIGINAL HOLLAND BRODLEAF PEAT**

**MOSS.** From the world's oldest producers of peat moss.

10 large burlapped bales, \$30.00

Single bale, each, \$3.65

Prices F.O.B.

**WRIGHTWOOD FLORAL CO., INC.**

2407 N. Main St. Houston 9, Tex.

### PEAT HUMUS

Approx. pH 6.5 to 7.0. High nitrogen content, cultivated or shredded.

Bags or Bulk

F.O.B. Hartford, Mich.

**VIRGIL DRAKE**

Hartford, Mich.

## SPHAGNUM MOSS

### NO. 1 SPHAGNUM MOSS

Clean, long-fibered, standard bales; freight, express, or delivered by our trucks. Please price us before you buy. Satisfaction guaranteed.

**WARRENS MOSS CO., Warrens, Wis.**

## STAKES

### SPECIAL OFFER HEAVY BAMBOO CANES

For the first time in many years we can offer good-quality, heavy bamboo canes, natural color, for immediate shipment. Sizes and prices are as follows:

Size	Diameter	Price in bale
3 ft.	¾ in.	Per 100 lots of \$3.50 500
4 ft.	¾ in.	5.00 500
4 ft.	¾ in. to 1 in.	6.60 500
4 ft.	¾ in. to 1 in.	7.90 200
5 ft.	¾ in. to 1 in.	7.50 200
5 ft.	¾ in. to 1 in.	9.65 200
6 ft.	¾ in. to 1 in.	8.30 200
6 ft.	¾ in. to 1 in.	11.00 200
7 ft.	¾ in. to 1 in.	10.00 200
7 ft.	¾ in. to 1 in.	11.60 200
8 ft.	¾ in. to 1 in.	11.60 200
8 ft.	¾ in. to 1 in.	12.50 200
8 ft.	¾ in. to 1 in.	14.20 200
9 ft.	¾ in. to 1 in.	25.20 50

F.O.B. Warehouse, Hoboken, N. J.

Terms: 2% 10, net 30. Additional quantity.

**BERKERT, INC.**

62 Reade St. New York 7, N. Y.

### CYPRESS PLANT STAKES

Size	Price per bundle
1x1-in.—3 ft., pointed	\$3.00 per bundle
1x1-in.—4 ft., pointed	3.50 per bundle
1x1-in.—5 ft., pointed	4.50 per bundle
1x1-in.—6 ft., pointed	5.50 per bundle
1x1-in.—7 ft., pointed	7.00 per bundle

These stakes are made of cypress and redwood, are good, strong stakes and will give long service. "A little better than seems necessary."

### WE SHIP SAME DAY!

**YOHO & HOOKER**

Youngstown, O.

### HEAVY BAMBOO STAKES

Per 100	¾ in. to 1 in.	¾ in. to 1 in.
4 ft. ....	\$2.88	\$3.44
5 ft. ....	3.60	4.30
6 ft. ....	4.32	5.16
7 ft. ....	5.04	6.02
8 ft. ....	5.76	6.88

2000 up, less 5%; 5000 up, less 10%

**A. C. PATTERSON** Centertown, Ky.

### STAKES, GALVANIZED HARD STEEL

Galvanized Wire

Prices and samples sent upon request.

**SCHUPP SUPPLY CO., Wilmette, Ill.**

## TRADE BOOKS

### TRADE BOOKS

Suggestions for nurserymen and their employees:

**GREENHOUSES: THEIR CONSTRUCTION AND EQUIPMENT.**

by W. J. Wright, \$3.00.

**MAINTENANCE OF SHADE AND ORNAMENTAL TREES AND SHRUBS.**

by F. P. Pirone, \$8.00.

**NURSERY MANUAL.**

by L. H. Bailey, \$5.75.

**SOILS AND FERTILIZERS FOR GREENHOUSE AND GARDEN.**

by Alex Laurie and D. C. Kiplinger, \$2.50.

**IMPROVED PRACTICE IN PROPAGATION BY SEED.**

by L. C. Chadwick, 25c.

**COMMERCIAL FLOWER FORCING.**

by Alex Laurie and D. C. Kiplinger, \$5.00.

**GREENHOUSE GARDENING FOR EVERYONE.**

by Ernest Chabot, \$4.00.

**NEW DESIGNS FOR SMALL PROPERTIES.**

by M. E. Bottomley, \$4.00.

**SEED AND POTTING COMPOSTS.**

by Lawrence and Newell, \$1.75.

**THE FRIENDLY EVERGREENS.**

by L. L. Kumlien, \$10.00.

**PLANT BREEDING FOR EVERYONE.**

by John Y. Beaty, \$2.75.

**THE BOOK OF TREES.**

by A. C. Hottes, \$4.00.

**HARDY CHRYSANTHEMUMS.**

by Alex Cumming, \$2.75.

These books and others on horticultural subjects may be obtained, postpaid, at the publishers' prices indicated, from

**AMERICAN NURSERYMAN**  
343 South Dearborn Chicago 4, Ill.

## Keep Your Copies in THIS HANDSOME BINDER



As you receive each issue of the American Nurseryman, insert it in your binder, quickly, easily, neatly, securely. No drilling or punching holes; no marring of magazine. Can insert or remove copy without disturbing others.

Made of long-lasting, fine-grained, dark green, imitation leather, imprinted in gold. A handsome, new-type bookbinding on your desk or shelf. Keeps copies handy and clean. Especially made to hold one-half year (12 issues).

By keeping your copies in this binder, you will always have at your finger tips a volume of the latest and most authentic information on plants and the nursery business. A practical help for current or future reading or research.

**BINDERS, \$2.50 each.**

**Two Binders, for \$4.50.**



American Nurseryman  
343 S. Dearborn St.  
Chicago 4, Ill.

Please send me ..... binders for the American Nurseryman. Enclosed  
find my remittance of .....

Firm name .....

Street .....

City ..... State .....

## Plant Patents



The following plant patents were issued recently, according to Rummeler, Rummeler & Snow, Chicago patent lawyers:

No. 1305. Chrysanthemum plant. Eugene S. Boerner, Newark, N. Y., assignor to Jackson & Perkins Co. A new and distinct variety of chrysanthemum plant of the semidecorative type, characterized particularly as to novelty by its upright growth and great floriferousness; by the relatively large size, fullness and distinctive color of its flowers, and by its freedom of reproduction by suckers.

No. 1306. Chrysanthemum plant. Eugene S. Boerner, Newark, N. Y., assignor to Jackson & Perkins Co. A new and distinct variety of chrysanthemum plant of the hardy, decorative type, characterized particularly as to novelty by the extremely large size and distinctive color of its flowers and by the unusual vigor and hardness thereof as compared with other large-flowered chrysanthemums.

No. 1307. Chrysanthemum plant. Eugene S. Boerner, Newark, N. Y., assignor to Jackson & Perkins Co. A new and distinct variety of chrysanthemum plant of the extremely hardy, compound dahlia type, characterized particularly as to novelty by its freedom and floriferousness of bloom, by its habit of bearing relatively large flowers on relatively long stems, by the distinctive color and long-lasting quality of its flowers, by its early-blooming habit and by the exceptionally good frost resistance of its flowers.

No. 1308. Camellia plant. R. O. Rubel, Jr., Mobile, Ala., assignor to Cliff Harris, Mobile. A new and distinct variety of camellia plant, characterized by the size, color and lasting quality of its flowers, having large, crinkly, ruffled petals with crimped margins, and the rigidly coriaceous leaves of its foliage.

## NEW BLACKBERRIES

That new varieties may revive interest in blackberry growing is the hope of Cornell fruit breeders at the New York state experiment station, at Geneva, N. Y., who recently introduced the Bailey and the Hedrick. These two varieties, described as high yielders, with large berries of good flavor and quality, bear their fruit in the open where they are easy to pick.

"Most of our common blackberry varieties are selections from the wild," say the station workers. "Often they do not do well under cultivation. In fact, blackberry growing in New York has declined almost to the vanishing point. If commercial production is to be revived, suitable new varieties must be found. We hope that the Bailey and Hedrick will help meet this need."

Both varieties make vigorous, productive, hardy plants with large,

medium-firm berries of good quality, it is said.

Hedrick comes into season in late July and Bailey about a week later. Both are recommended for home and commercial plantings.

Plants of the two varieties may be obtained from the New York State Fruit Testing Association, Geneva, N. Y. The association propagates and distributes stocks of the new fruits developed at the experiment station on a cooperative and nonprofit basis.

### PLAN INTERNATIONAL MEET

Preliminary plans have been announced for the 14th International Horticultural Congress, which will be held at Scheveningen, Holland, August 29 to September 6, 1955. The last previous international congress was held at London in 1952.

Apart from general lectures to be held during the congress, meetings will be organized covering such subjects as vegetables and seeds; fruits; flowers and bulbs; trees; shrubs and perennials, and tropical and subtropical horticulture and plantation crops. In each of the sections optional lectures may be held on plant breeding and propagation; soils, fertilizers and water supplies; plant diseases and pests; environment and horticultural engineering; technology, and technical marketing problems. In addition to these, 10 symposia will be organized on subjects which are still to be chosen.

Excursions to scientific institutions and to horticultural districts in the Netherlands will be organized to take place prior to the opening of the congress. During the congress, additional excursions will take place to Wageningen, the Westland district, the bulb area, Aalsmeer and Boskoop. On September 3, members of the congress will have an opportunity to visit the famous flower festival at Amsterdam.

Those interested in attending the congress should communicate with Dr. G. De Bakker, Ministry of Agriculture, 30 Bezuidenhout, The Hague, Netherlands.

THREE awards of merit for co-operation and assistance to the Federated Garden Clubs of Connecticut were given October 4 by the federation to the Connecticut agricultural experiment station, New Haven; the University of Connecticut, Storrs, and Connecticut College, New London. The presentations were made by Mrs. Irving Fisher, retiring president of the federation.

## WANTED and FOR SALE ADS

### HELP WANTED

#### EXPERIENCED SALESMAN

To call on trade for large mid-western wholesale nursery selling complete assortment to established list of customers. Permanent position and good opportunity for man who can sell and is willing to work. Give full information regarding self when applying. Write to Box 118, care of American Nurseryman.

### HELP WANTED

#### Landscape Architect and Salesman

One of the oldest landscape and nursery firms in a fast-growing area of Florida has opening for a qualified man. State age, qualifications and enclose photo. Write to Box 117, care of American Nurseryman.

### HELP WANTED

Salesmen wanted calling on nurseries and garden marts to represent peat moss importer. State items now selling and territory covered. Write to Box 113, care of American Nurseryman.

### HELP WANTED

Propagator. Large nursery northwestern Pennsylvania interested in man to take over propagation department. Please advise age, experience and other particulars deemed advisable first letter. Write to Box 109, care of American Nurseryman.

### HELP WANTED

Experienced storage foreman to handle grading, storing and shipping in the middle west. Write Box 119, care of American Nurseryman.

### FOR SALE

The southwest's finest tree mover. All hydraulic. Fast, safe and simple. Capacity 13,000 lbs. 7½ ft. ball. Mounted on 1948 International truck, flat stake bed for double use. Also Ford tractor back hoe attachment for digging trees and holes. Complete \$3500.00.

HILL'S NURSERY  
P. O. Box 43  
Victoria, Tex.

### FOR SALE

Nursery consisting of hemlocks and a few taxus. Illness forces sale. Located in Ohio. Address inquiries to Box 114, care of American Nurseryman.

**SITUATION WANTED**—Do you need a manufacturers' representative in Missouri and Illinois? A manufacturers' representative, well known in St. Louis and in the trade, seeks additional lines. For full information write to Box 115, care of American Nurseryman.

**FOR SALE**—Well-established nursery doing thriving, year-round business. Complete, with good dwelling. Price \$16,000. **WAYSIDE NURSERY**, Asheville, N. C.

### HELP WANTED

#### PERMANENT POSITIONS FOR EXPERIENCED NURSEYMEN

Unusual opportunity with one of southern California's largest wholesale nurseries for experienced aggressive nurserymen. Permanent, profitable positions combining security with a growing future. Finest working conditions. Beginning salary \$300 per month.

#### MONROVIA NURSERY CO.

Box 196  
Monrovia, Calif.

### HELP WANTED

Young man with either nursery experience or college horticultural training for administrative position with large, middle western nursery stock distributor. Opportunity for rapid advancement. Write for full details. Give qualifications and references in letter. Address Box 112, care of American Nurseryman.

### FOR SALE

#### NURSERY SALESYARD, GARDEN SHOP AND LANDSCAPE BUSINESS

Situated in the heart of most exclusive residential and suburban area in Buffalo, N. Y. Established in 1922. Enviably record of sales and profit. Health of owner is reason for selling. Write Box 116, care of American Nurseryman.

### FOR SALE

Chance of a lifetime. You can take over my 3½-acre, well-located and well-advised landscape and nursery business, including stock, tools, fixtures, orders, customer lists, name and telephone number, listings, etc., for about \$2,000.00 cash. Will sell land with nice home on payments less than rent. Wire or see

SEARS JAYNE  
810 Walnut COLUMBIA, MO.

**FOR SALE**—Retail nursery with house and landscaping equipment.

1952 Basalite house, 23x28 ft.  
1950 Basalite storeroom, 12x36 ft.  
1953 Basalite salesroom, 20x28 ft.  
1951 aluminum lath house, 50x100 ft.

\$13,000

213-ft. frontage on County rd.

NEW COST	ITEM	SALE PRICE
\$1680.00	1950 Ford tractor.....	\$ 875.00
1680.00	1950 Ford tractor.....	875.00
750.00	Tractor rotary hoe.....	450.00
250.00	Gannon scraper.....	190.00
230.00	Wagner 3rd valve loader.....	475.00
638.00	Wagner 3rd valve loader.....	475.00
250.00	Towner disk.....	150.00
250.00	Landplane.....	175.00
3000.00	1947 Chev. dump truck.....	550.00
1800.00	1950 Ford pickup, ¾-ton.....	900.00
230.00	Tractor trailer, 750x20 ft.....	175.00
200.00	4-wheel trailer, 3-ton.....	125.00
750.00	Rototiller.....	400.00
300.00	Elgin renovator.....	150.00
3500.00	Stock.....	3500.00

\$15,766.00 \$9765.00  
All buildings for \$13,000.00 plus your choice of equipment at sale price or everything for \$21,000.00. Terms. **DAVIS NURSERY**, 815 H St., Davis, Calif. Phone 480.

## STOP DAMPING OFF

WITH  
**SUNOX**



## CONTROLS RHIZOCTONIA SAFELY, EFFECTIVELY!

College tests have proved it. And so have field tests—again and again. SUNOX offers positive, SAFE protection against damping-off in seedlings. It is especially effective in controlling Rhizoctonia-caused diseases in almost all green and woody plants in the propagating benches, in the field, in the nursery and in ornamental planting. It also controls *Fusarium Wilt* on carnations.

What's the SUNOX secret? It's the potent ingredient Oxyquinoline Sulfate, a fast-acting drug that spells control of stem rot in plants grown from seeds or cuttings.

Read what a noted plant pathologist at one of the nation's leading experiment stations says about his tests of SUNOX:

"We prefer the Oxyquinoline Sulfate to the Oxyquinoline Benzozate for the control of damping-off because it appears less likely to be injurious to plants, is more readily soluble in water and seems consistently to give better control."

"Nurserymen are using Oxyquinoline Sulfate as a control measure with uniformly good results."

SUNOX gets right down to the root of the trouble, attacking the fungus. And because it does such an effective job, SUNOX is being used more widely than ever by nurserymen, greenhouse operators and landscape experts.

Manufactured in powder form, SUNOX is easy to mix with water at 1 ounce to 20 gallons. A gallon of solution will treat 8 square feet on the bench, 4 in the field. In all uses on plants thus far, SUNOX has been found noninjurious to leaf or plant when used as directed.

### ORDER NOW!

1 lb.—\$7.50; 5 lbs.—\$33.00 postage prepaid. Inquiries from dealers invited.

**MIDVALE  
CHEMICAL COMPANY**  
LODI, NEW JERSEY

## CHRISTMAS MERCHANDISING

[Continued from page 9]

the copy should emphasize not only the desirability of giving the nurserymen's products as Christmas gifts but the further desirability of purchasing materials, which are available elsewhere, from the nurseryman. In the case of some items, such as living plant materials, this desirability should not be difficult to exploit; in other lines, such as giftware, it may require more intensive promotion to persuade the prospective customer to patronize the nurseryman rather than some competing merchant. More about this later.

Copy at all times should emphasize that the nursery is the right place to purchase Christmas items—not only those which are ordinarily associated with nurseries, but others that may be carried in stock by the nursery. Newspaper copy should also call attention to store promotions, which is a subject unto itself and one which will be discussed now.

It is worth re-emphasizing the fact that the nurseryman is competing with every imaginable kind of retail operation in his search for Christmas patronage. Christmas shopping has often been described as a chore, but many department stores claim that most of their customers enjoy it because of the special decorations and attractions available at the stores at that time of the year. Notable among these, of course, is Santa Claus.

### Advocate of Santa Claus

Neal Rohlfs, mentioned earlier in this article, is a staunch advocate of Santa Claus. "He is one of our best promotions," states Mr. Rohlfs, who has Santa on hand every weekday during the Christmas season from 5 p. m. to 8 p. m. and on Saturdays and Sundays from 2 p. m. to 8 p. m. The old gentleman is equipped with a "sugar-plum tree," which is bedecked with candy canes to be given free to all children present. Mr. Rohlfs reports that in 1953 Santa gave away nearly 5,000 candy canes.

"Our Santa," states Mr. Rohlfs, "roams the grounds, mingles with the crowd and is the kingpin of our Christmas enterprise. He is dressed in an elaborate suit, which, incidentally, is cleaned every day."

A nurseryman who is having difficulty deciding whether he wishes to go out after Christmas business should never lose sight of this competitive angle; if he is going to realize the maximum return he must make the maximum effort. Whether

## NOW... A SPECIAL *Taubman* BLACK INDELIBLE MARKING PEN

TO MARK  
WOOD LABELS  
AND TAGS

MODEL #329 N

6%  
INCHES  
LONG **39¢**  
Fed. Tax included

- Disposable... No refills
- Quick drying
- Fade proof • Run proof
- Not affected by rain, snow, insects, soil bacteria

INQUIRIES  
FROM WHOLESALE INVITED

SEND YOUR  
TRIAL ORDER  
FOR ONE  
DOZEN PENS  
TODAY

FOR QUICKLY  
IDENTIFYING  
TREES, SHRUBS,  
PLANTS

**SAMUEL TAUBMAN & CO.**

1 WEST 34th ST., DEPT. 12 NEW YORK 1, N. Y.

## "Wearproof" PLANT LABELS

FOR  
TREES SHRUBS BULBS ETC.

SAVE—ORDER DIRECT FROM FACTORY!

18 Assorted Styles—Economically Priced

POT LABELS—CELLULOSE AND

WOOD—ASSORTED LENGTHS

• Durable • Variety of Colors •

PAPER STRAP LABELS

• Economical • Plain or Printed •

WIRED LABELS—WOOD

OR CELLULOSE

• Easily attached

• Attractively priced •

Large Users—Write For Special

Discounts Mentioning Quantities and

Styles You Need. Free Catalog and Samples.

**NATIONAL BAND & TAG CO.** Dept. 5-875 NEWPORT, KY.

## ROTPROOF BURLAP

- Will not harm plants or handlers.
- Not oily—odorless.
- Outlast untreated burlap 6 to 8 times.
- Colored green or red.

Send for samples today.

**AMERICAN-DUTCH TRADING CO., INC.**

(Formerly American-Dutch Burlap Co.)

P. O. Box 177 CRANSTON 10, R. I.

## SOIL ANALYSIS FOR GOOD GROWING WITHOUT GUESSWORK



Your only reliable guide to lime, humus, plant foods and trace elements.

Write today for full information and soil sampling directions.  
**EDWIN HARRINGTON • Agricultural Chemist**  
CARVERVILLE, BUCKS COUNTY, PA.

he does or not, he may rest assured that all of his competitors will.

Charles S. Crum, general manager of Rosedale's Nurseries, has faced some interesting problems relative to increasing the flow of customer traffic through the nurseries during the Christmas season and has come upon some interesting solutions.

Mr. Crum relates, "Realizing the amount of advertising dollars it would be necessary to spend to increase the flow of traffic, we decided on working with our metropolitan and local newspapers to secure publicity. We succeeded in having publicity articles published in color in the metropolitan newspapers and in black and white in the local newspapers. The results of this publicity are slow, but we are gradually realizing an increase in our Christmas sales as the years pass.

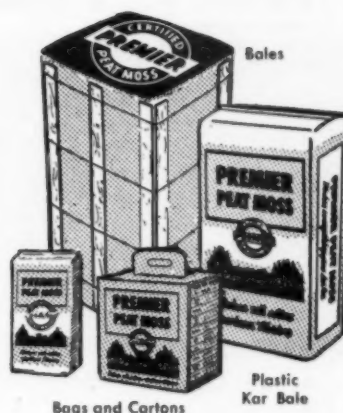
"The second thing that we recognized as a must was that we had to compete with the local florists in the art of decorating the plants that we suggested as gifts," continues Mr. Crum. "We invited into our nurseries manufacturers' representatives from the foil and ribbon industries and had them show us how to use their products professionally in dressing up the plants that we had to sell."

The third thing done by Mr. Crum's organization was to set up a series of advertisements in the newspapers in which were mentioned the specific things the nursery had for sale, using the slogan, "Give beautiful living plants," throughout the series. These advertisements, like all good Christmas advertisements, mentioned the special services that the stores were offering during the Christmas season. These services will be taken up as general item No. 3 in this article. It should be pointed out that Rosedale's copy placed emphasis on the fact that plants are an appropriate gift no matter what the relationship between the giver and the receiver might be.

#### Color Folder

Stribling's Nurseries, Merced, Calif., are planning and preparing a 4-page folder in color for direct-mail solicitation of Christmas business. Willis A. Stribling, sales manager for the firm, states, "It is our hope to reach more people with an attractive color folder telling them of the wonderful gift items available in our nursery. It will feature holly and other berry plants, living Christmas trees, roses, fruit trees, indoor plants and planters, garden books, small gar-

You can count on  
**PREMIER**  
Peat Moss  
to make soil more  
**productive**



**P**REMIER Peat Moss has such great *absorbency* that it makes all soils more *productive*. Premier absorbs as much as 20 times its own weight in moisture. It holds water, air and nutrients around the roots so they can be used as needed. It keeps soil loose, loamlike and well aggregated. And it supplies the natural *organic matter* that is essential for maximum microbiological activity in the soil.

There just isn't any substitute for *natural organic* Premier Peat Moss—the best material for soil improvement, mulching, transplanting, lining out—and the best material to *sell*!

Premier's striking, colorful packages—bales, bags and cartons for every need—sell on sight. And Premier's sensational new plastic Kar Bale—poly-laminated *inside* and *outside*—pulls in sales like a magnet!

Write today for prices.

Premier Peat Moss Corp., 535 Fifth Ave., New York 17, N. Y.

## PREMIER PEAT MOSS

*The Natural Organic Soil Conditioner*

## FLOCKING ADHESIVE

Rayon Flocking

Diamond Dust

HAVING TROUBLE FLOCKING CHRISTMAS TREES?

We have an ADHESIVE that is GUARANTEED to hold flocking if instructions are followed.

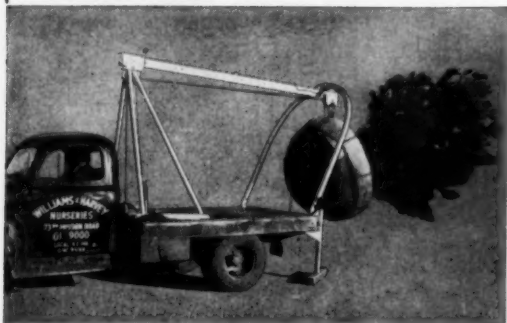
Write today for prices and further information.

**CARL GERLACH CO.**

1110 S. 26th St.

MILWAUKEE 4, WIS.

## NEW TREE MOVER



**Williams &  
Harvey Nurseries  
ANNOUNCE  
This New,  
Improved  
Big Tree  
Mover**

- New Lighter Weight
- Simpler to Operate
- Two Sizes, 6 Ft. and 7 Ft.
- Quickly Demountable
- New Lower Costs

This perfected new tree mover fits any standard truck. Ready now.

For specifications write at once.

Six-foot mover (as pictured) complete with power winch and all needed pickup parts, **\$1,575.00** F. O. B. Kansas City, Mo.



**WILLIAMS & HARVEY NURSERIES**

P. O. Box 8822

Kansas City, Mo.

## Manufacture World's Finest LAWN AND GARDEN DECORATIONS



with

**C. M. C.**

ALUMINUM MOLDS

Write today  
for catalog



**URNS  
BIRDBATHS  
FLOWER BOXES  
MISCELLANEOUS ITEMS**

**CONCRETE MACHINERY CO.**

Dept. AN

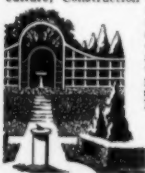
HICKORY, N. C.

## EARN HIGHER PAY

### ● BECOME A LANDSCAPE GRADUATE

Men and Women! Study at home in your spare time. In 8 to 12 months YOU can be a successful landscaper! Healthful, pleasant, satisfying work in an uncrowded profession.

American Landscape School offers specialized training in Landscape Design, Horticulture, Construction and Superintendence, Drafting, Salesmanship and Office Practice, Mapping and Field Work, Garden Design. 45 generously illustrated lessons. Prepared by Francis A. Robinson, late president of American Landscape School. Active professionally for 42 years, Mr. Robinson achieved prominence as a landscape architect with his plans for the World's Fair in Philadelphia, various colleges and universities, many state fairs, expositions, parks, and cemeteries coast to coast. Free lifetime consultation service. 38th year. Successful graduates throughout the world. Mail coupon today for FREE illustrated catalog.



J. L. Moreau, Jr., of N. J., says: "The time and money I spent on the course has paid for itself many times over. It advanced the organization of my own business by several years."

AMERICAN LANDSCAPE SCHOOL  
6729 Grand Ave., Des Moines 12, Ia.

Please tell me how I can increase  
my income as a landscaper.

Name .....

Street .....

City .....

State .....

den items suggested for stocking stuffers, ornamentals and flowering plants."

Mr. Stribling states that to supplement the folder, the firm is planning a seasonal decoration of the nursery, including lights, Santa Claus, cut Christmas trees, gardening toys for children, decorative materials, etc. Stribling's is also planning to have a demonstration during the holiday season of Christmas gift wrapping, flower arranging and displays and demonstrations on the use of materials which are sold in the nursery.

Needless to say, direct mail, hand bills, highway signs and other generally accepted advertising media may be and are applied to Christmas promotions. The principles which apply to any type of advertising using these media would certainly apply in this case, and the principles outlined for successful Christmas advertising would certainly also apply.

### Special Services

The third general section of this article and another item in which the promotion-minded nurseryman should be interested at the Christmas season is special store services. Already mentioned was one of these (and indeed it is difficult to keep the various classifications from overlapping) in the discussion on general promotion when the use of a store Santa Claus was mentioned. There are a number of other services which have been used and might be used, and, here again, it is important to emphasize that a competitive situation exists and the nurseryman will find that all of his competitors are offering these services whether he does or not.

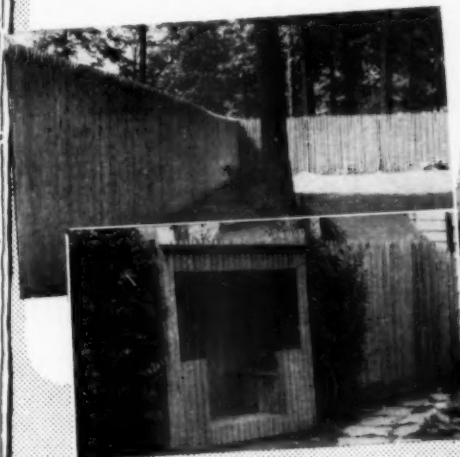
Effective store display and attractive packaging are important in selling any type of merchandise, and it is well to know that producers in the nursery field have recently been more attentive to the elements of good packaging.

Extending this one step further, one comes to the practice of gift wrapping. In department stores, gift-wrapping services have reached such a point of general acceptance that they are taken for granted by the customers. Many nurseries are offering gift-wrapping services on all items for which wrapping is feasible, and they recognize this service as a competitive necessity. There are two basic types of gift-wrapping services offered by stores, some offering one or the other and some both. One method includes a choice of a number of elaborate gift wrappings, for which varying

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## ... ADDS PRIVACY TO YOUR LANDSCAPING

Most homes need special screening against unsightly views, around play areas, swimming pools or for containing small animals. Form nice backgrounds for plantings. Dowel construction—easy to assemble. Stringers, posts and half-round palings all peeled, white cedar. Shipped K. D. or in 8 ft. assembled panels. Write for catalog giving heights, etc.



**Also.** Catalog shows Old English Post and Rail Fences — 2 to 5 rail — all types. Have installations throughout U.S.A.

Gates, Lanterns, Rustic Tables and Settees.

Shipped from Toledo or our W. Va. Yards.

## WOOD PRODUCTS CO., Toledo, Ohio

charges are made. In the second type of service, a standardized gift wrap is used, for which a nominal charge or no charge is made. The choice would depend on the type of job the nursery wishes to do and the kind of clientele it serves.

Another service provided by many types of retail outlets during the Christmas season is extra deliveries. This idea might be worth considering even by nurserymen who normally operate strictly on a cash-and-carry basis. Again, this is a service which is generally offered by competing retail stores and is therefore most important when dealing in merchandise which is available elsewhere. It is desirable for all products handled by the nursery and should be seriously considered by any nurseryman who is seeking additional Christmas trade.

Mr. Rohlfs offers prompt delivery between the hours of 8 a. m. and 12 midnight and keeps his store open from 8 a. m. until 10 p. m. Extended store hours are another characteristic of the Christmas season in most lines of retailing, especially during the last week preceding the holiday.

If all efforts to promote Christmas merchandise are successful, additional store personnel will be needed.

This is particularly true if the month of December has in the past been considered a weak sister without much sales potential.

While on the subject of personnel, it should be mentioned that the nurseryman has an excellent opportunity to use his personnel to further his merchandising aims. For a long time, this magazine and other sources have been urging nurserymen to sell garden supplies and related merchandise on the basis that the nurseryman knows best the needs of the consumer and thus can serve him best. Never is this more true than at the Christmas season, when the nurseryman is competing with other retailers in the sale of these products. Counselors to advise consumers on plant materials, giftware, books and any other merchandise the store may handle will increase the sales potential.


Mr. Rohlfs goes a step further in offering custom decorating services for everything from a small centerpiece to a large commercial display. The idea that the nursery not only has the materials, but also knows how to use them, is a compelling one when it comes to promotion.

Something unusual in the way of store decorations is featured annually by Lambert's garden store at Shreve-

## ACTIONS SPEAK LOUDER Insist on the GENUINE REDHEAD CAN SHEAR It cuts ALL cans



- CLEANLY
- SWIFTLY
- SAFELY!!
- It's ALL-steel, zinc-plated.
- Its blade is heat-treated Carbon Spring.
- Its face plate is reversible, hardened.
- Has adjustable tension.

Nursery Prices:  
1 or 2—Each \$6.75  
3 for \$17.50—8 for \$30.36  
12 for \$54.00  
F.O.B. Berkeley, Calif.  
Pkg. wt. ea. unit 4 1/2 lbs.  
The Redhead has been imitated!  
Look for this "Handy-Man" label  It guarantees the REDHEAD only! (We don't repair the imitations.)

Be sure of getting the Genuine — Buy Ayer-Line from our authorized jobbers. Write for name of your nearest supplier — he can save you freight and time.

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## Lasts Longer!

**Detorf is the Genuine "Sphagnum" Peat from German bogs.** Formed many centuries ago from superior broad-leaved moss, Detorf is highly resistant to decomposition. Millions of spongelike cells absorb water at the rate of 15 to 20 times their own weight. Detorf breaks down slowly with gradual release of "humus acid" to keep soil loose and porous and helps to release plant foods gradually.

## Goes Farther!

**Detorf Expands and Absorbs** to condition more soil and trap more moisture. It is 95 per cent organic matter in a proper state of decomposition to help maintain constant soil tilth. Detorf is packed in modern plants to ship thousands of miles safely. Bales are tightly compressed to contain maximum material per bale, and are completely wrapped in burlap and securely bound.

## Sells Faster!

Detorf sells on sight because customers can see that it is uniform in texture, rich brown in color, light and absorbent. Bales available in sizes for large or small users. Plastic bags available for store packs.

### Write, Wire or Phone for More Profit

Your orders will be handled promptly. Detorf plants are strategically located so that shipping schedules can be met on short notice. Contact us now for prompt or future delivery.

## J-M TRADING CORP.

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Telephone WAbash 2-2065

port, La. In 1953, for example, Lambert's depicted on the front lawn Santa Claus and all his helpers preparing toys for "good little boys and girls." Each child was asked to register in Santa's book at the entrance to the workshop.

While the management feels that no sales in particular are made as a direct result of the Christmas show, they are of the opinion that in no other way could the store create such a feeling of good will among the public. Thousands of people visit the grounds during the show, usually children accompanied by their parents or grandparents, and the latter enjoy the show as well as the children.

The show is made up principally of papier-mache figures, including such favorites as Santa Claus himself, jack-in-the-box, a Teddy bear, Little Miss Muffet and other well-loved characters from fairyland.

One of the most compelling features of the show is Santa's mailbox, in which children may place their letters to the old saint. Lambert's reports that the box is completely filled by the end of each day. The local post office has all letters addressed to Santa Claus delivered to the Lambert box.

### Flower Arrangement Clinic

Clark Malmo, of Malmo Nurseries, Seattle, Wash., sponsors a Christmas flower arrangement clinic annually during the second week of December. The clinic is conducted by nationally accredited teachers and features both lectures and workshops. Of course, the nursery has for sale the items used in the demonstrations.

A worth-while Christmas merchandising philosophy is summarized by Neal Rohlf, when he says, "The nurseryman, in our opinion, should try to give the customers 'something more'. We do not aim to compete with the corner lot or the dime store, but we do try to offer the finer things at reasonable prices. Let me say one thing, however, and that is that no one goes without a Christmas tree, even though a grubby little hand may contain only a quarter. Santa Claus sees to it that every family has a tree."

**FISHER NURSERIES**, Fairfax, Va., opened for business October 1. The new nursery, in the cash-and-carry retail business, specializes in broad-leaved evergreens for the contemporary house. Other items offered for sale include flowering shrubs and trees, shade trees, ground covers and perennials.

## The Original SWISS ROTARY TILLERS



REPAIR  
PARTS  
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Best for  
35 Years

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**NOTE: Prices Reduced on All Models**

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## IT COSTS NO MORE

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## FOR OUR PACKING OF Nursery Burlap Squares and Rolls

Write for prices and samples

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## Hawaiian FERNWOOD TREE TOTEM POLES

Size	Per ctn.	Wt.	Per 10 ctns. or more, ea.
1 x1 x16 ins.	100	12	\$12.00 \$11.00
1 1/2 x1 1/2 x18 ins.	64	18	8.96 8.40
2 x2 x18 ins.	36	18	6.30 5.90
2 x2 x24 ins.	36	24	9.00 8.50
2 x2 x30 ins.	25	22	10.00 9.50
2 x2 x36 ins.	25	25	11.75 11.00
3 x3 x36 ins.	9	20	9.00 8.50
3 x3 x48 ins.	9	27	12.15 11.50
4 x4 x48 ins.	4	22	9.36 9.00
4 x4 x60 ins.	4	27	11.76 11.40

F.O.B. WILMINGTON, CALIFORNIA

1954 Wholesale Nursery Supply

Catalog Available on Request.

**FERN HAWAII CO.**

P. O. Box 216, WILMINGTON, CALIF.

## PLANT IT any time USE CRYSTAL No-Dri LIQUID WAX

Used for over 20 years to reduce wilting and setback of transplanted broad-leaved and coniferous evergreens, deciduous trees, flowering shrubs, etc. Safe on plant tissue; paint or spray it. Extend transplanting and landscaping through hot weather.

55-gal. drum...\$63.25 30-gal. drum...\$37.50

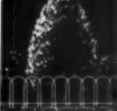
5-gal. drum...\$7.25

All prices F.O.B. Philadelphia, Pa.

**CRYSTAL SOAP & CHEM. CO., Inc.**

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## E-Z-GARDS PROTECT YOUR EVER- GREENS, SHRUBBERY, FLOWERS AND LAWN



Ornamental design adds to beauty of yard or garden.  
Self-Supporting — No Stakes or Posts! Easy to set up and just as easy to remove.

Write for Literature and Dealer Price List.  
**BROADWAY MACHINE & MFG. CO.**  
SHELBYVILLE, IND.

## NEW JERSEY MEETING

[Continued from page 10]

newspapers because of their feature materials dealing with gardening. The names and addresses of new customers in the garden center are obtained for future mailings, which are sent out in color whenever possible. To increase traffic flow, Mr. Taylor said that it is advantageous to use special seasonal offers. In conclusion, Mr. Taylor stated that each member of the American Association of Nurserymen should display his membership seal in a prominent place for customer acceptance.

A speech by James Rose, landscape architect and president of Entourage, Inc., a firm that specializes in interior planting, concluded the afternoon session. Mr. Rose discussed "Interior Planting from the Architect's Approach." With the use of color slides, he gave the audience a brief summary of the basic points of architectural balance and design and the importance of plants in establishing an over-all balance. Interior planting, he said, is only a small part of the approach in the control of the environment, and there is no set formula for interior plantings, only that they should blend in well as an integral part of the surroundings. There is a definite need, Mr. Rose concluded, to show the average person how best to use the plant materials purchased from the nurseryman.

## Check Production Costs

Commercial growers dominated the speakers' rostrum on the morning of the second day, with a list of topics dealing with greenhouse production. Fowler Strang, Ziegler-ville, Pa., asserted that the retail grower should keep a close check on production costs in arriving at his final selling price.

Soil preparation and sterilization are among the basic ingredients for successful production, John G. Seeley, of Pennsylvania State University, told the audience. Preparation may differ in various sections of the country, he said; so it is best to follow the recommendations of state agronomists, who usually are familiar with the soil structure in the vicinity.

The John Innis potting mixture has been used successfully by many growers, he said, and, for seeding, consists of two parts soil, one part leaf mold or peat and one part sand. For potting, seven parts loam, three parts peat and two parts sand constitute a good mixture. The mixture

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GIVES THE NURSERYMEN  
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The recommended fertilizer for  
**AZALEAS and CAMELLIAS**

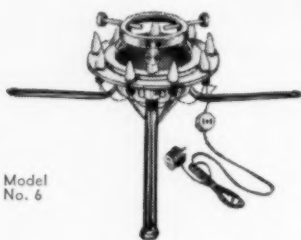
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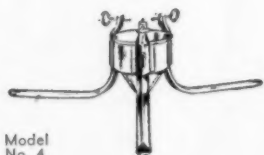
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## 30 Million Christmas Trees sold every year!

Everyone needs a tree holder. Get your share of this business with the HANDY holders — six models to choose from.

User can set up a tree in less than a minute.

Holders are well-balanced, simple, strong construction. Will last a lifetime.

Ball-shaped feet eliminate any possibility of marring highly polished floors.

Finished in bright nickel, lustre chrome, red and green high bake enamel.

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**LUDINGTON, MICH.**

"Pure Sphagnum" ORGANIC  
**Fafard PEAT MOSS**  
PROVEN SOIL CONDITIONER

**HIGHLY ABSORBENT**

MAKES SANDY SOIL MORE  
COMPACT — LIGHTENS HEAVY CLAY  
SOIL — CLEAN AND FREE FROM WEED-  
SEEDS AND DISEASE SPORES

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**STIMULATES GROWTH**  
AVAILABLE IN BALES, BAGS, BOXES

PREVENTS LEACHING AND  
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COURAGES BENEFICIAL BACTERIA —  
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**BE SURE . . . . . INSURE**  
For your greenhouse insurance  
**WRITE**  
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(A Nonassessable Mutual)  
**EDWARDSVILLE ILLINOIS**

**HELLER-GRO • The Paste Fertilizer**  
Completely soluble and available plant food. Exceptional for rooting of young stock; also unexcelled at transplanting time.  
For complete information, write to:  
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used at Penn State is six parts loam, two parts peat and two parts sand.

### Sterilization

Sterilization of soil mixtures has several advantages. Mainly, it eliminates disease organisms and soil pests. It also is a good preventive against weeds, which, some growers assert, alone is worth the expense involved. The disadvantages are the cost involved and the fact that the soil may be recontaminated, which will make final control more difficult.

In following an efficient sterilization program, to avoid recontamination, soil and equipment must be sterilized. Soil may be sterilized by either gas or heat. If gas is used, the soil should be loosened before application. In using formaldehyde, three tablespoonsful of commercial Formalin (40 per cent formaldehyde) in one cup of water will treat a bushel of soil. One tablespoonful of the same material in one-half cup of water will treat one flat of soil. Chloropicrin may be used for a sterilization program, with one cubic centimeter of material in each of four different locations in a flat of soil.

Methyl bromide also may be used to sterilize a drum of soil, using 12 fluid ounces applied at three different levels. In using gases, however, care must be taken to make sure that all of the fumes are out of the soil before anything is planted. Steam probably is the best method of using heat in a sterilization program. Hot-water treatments make the soil unworkable for too great a period of time and are not recommended.

In steam sterilization, it is essential that a 180-degree temperature be held for a minimum of 30 minutes. If the sterilization job is done with steam, the soil can be planted almost immediately. Precautions must be taken, however, against the building up of soluble salts in the soil. A good sterilization program, carefully followed, is good insurance for maximum production, Dr. Seeley pointed out.

A banquet and dance concluded the 2-day event. Max D. Kirkland, assistant specialist in agricultural information at Rutgers University, was a guest speaker at the evening affair.

J. O. LAMBERT, JR., of Lambert Landscape Co., Dallas, Tex., addressed the Dallas Garden Club October 8. His subject was "Plant to a Plan."

# Watch Sales Go Up



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Don't let the full-color literature and illustrated material you receive from growers just lie around. Put it to work for you—make it sell for you by arranging it neatly on the swinging panels of a Multiplex where your customers can see and compare. You'll be surprised the way customers are attracted and how quickly sales are made. Try a Multiplex on bulb and root plants for early spring blooms and watch your sales go up.



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Coupon at the right is for your convenience. It will bring you complete catalog on Multiplex Display Fixtures. They are available in various sizes to meet all requirements—Pedestal type as illustrated, as well as models for counters and walls. Send for FREE copy today and find out how MULTIPLEX can help you to increased sales.

## POCAHONTAS—A NEW BERRY

Pocahontas, a new strawberry for southern states, has been released by the bureau of plant industry, soils and agricultural engineering, of the United States Department of Agriculture, and the Virginia truck experiment station, Norfolk, Va. The strawberry originated as a seedling from a cross of Tennessee Shipper and Midland.

The ripening season of Pocahontas is about a week later than that of Blakemore. The berries are large and maintain this size throughout the picking season. The color of the berries is a bright to vivid red, a little deeper red than Blakemore. The fruit are glossy, have a tough skin, are about as firm as Blakemore, and the seeds are slightly sunken. They are fairly uniform in shape and have a flavor that is tart.

The plants of Pocahontas are vigorous, productive and have shown no yellow variegation but are not resistant to red stele. From Washington, D. C., to Norfolk, Va., yields of Pocahontas have been better than those of most varieties. In a test for the frozen package trade, it has rated high in color, texture and flavor.

The Pocahontas has been tested from New Jersey to North Carolina and west to Arkansas. It is most

promising in the Norfolk area of Virginia. Pocahontas is well adapted to fall planting in eastern Virginia, where it produces a satisfactory crop of fruit in the spring on fall-set plants. It also appears to be widely adapted throughout the south-central United States.

## NEW APPLE VARIETY

Jerseyred, a new apple produced by the New Jersey agricultural experiment station, was officially christened at a ceremony held October 16 at the station, New Brunswick, N. J.

Bred by the late M. A. Blake 20 years ago, Jerseyred has undergone extensive field testing and has proved its superior qualities in commercial orchards throughout New Jersey. Some 12,000 trees have been planted, about half of which are now bearing.

Jerseyred is excellent both for eating and cooking and keeps well in storage. It ripens later than Rome and hangs on the tree better.

HARVEY WILLIAMS, Williams Nurseries, Lincoln, Neb., was recently at Chicago, Ill., for inspection of nursery salesyards and garden shops, and to attend the National Hardware show.

## HYPONEX PLANT FOOD

Grows Better Plants Faster  
In SOIL, SAND or WATER

SELL HYPONEX for extra profit. Nationally advertised. Millions are now buying it for house plants, garden flowers, vegetables, lawn...

USE HYPONEX for top dressing, seedlings, cuttings, transplanting and general feeding of plants. Produces sturdier stock in less time.

Retail Price	Dealer & Grower Cost
1-oz. pkt. 10¢—72 to cs. wt. 7 lbs. . . . \$ 4.80 case	
3-oz. can 25¢—36 to cs. wt. 12 lbs. . . . \$ 6.00 case	
7-oz. can 50¢—24 to cs. wt. 14 lbs. . . . \$ 8.00 case	
1-lb. can \$ 1—12 to cs. wt. 16 lbs. . . . \$ 8.00 case	
10-lb. drm. \$ 8—individually packed . . . \$ 5.33 each	
25-lb. drm. \$15—individually packed . . . \$10.00 each	
50-lb. drm. \$25—individually packed . . . \$16.67 each	
100-lb. drm. \$40—individually packed . . . \$26.67 each	

1 lb. makes 100 gallons liquid plant food.

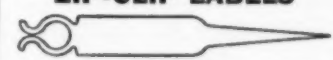
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## IMPORTED

### German Pruning Shears

Immediately Available in Unsurpassed Quality



**ORDER NOW**—Pruning is a winter and springtime job! Put these **QUALITY SHEARS** on your counter, display them in your Christmas ensembles. We guarantee they will be a leading seller, outselling cheaper shears of doubtful quality. And be sure to equip your own men with these fast-cutting shears.

#### Make Highly Prized Christmas Gifts

- Highest-quality carbon steel
- Lifetime construction
- Precision cutting assures accuracy
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- Form-fitting handles add to comfort
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No. 593—Broad blades for heavy work. Delight of the nurseryman, florist and gardener. Unequaled for light or heavy pruning. Long a favorite for field work.

**RETAIL PRICE: \$5.25 Each, Less 40% Dealer Discount**

**MINIMUM ORDER—Packed 1/2 dozen to a carton.**

**Order your requirements direct from this ad**

**SPECIAL INTRODUCTORY OFFER**

For a limited time, we will allow 25 per cent discount on trial orders for 2 to 5 pairs.

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*Seedsman  
since 1905*

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HIGHLY ABSORBENT  
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Prompt Shipments  
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SQUARES  
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Write for Prices  
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### THE NEW MODEL B LINDIG SOIL SHREDDER

*The World's Finest*

Improved performance with

- Actioned Shredding Blades
- Increased Capacity
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Write for descriptive folder and prices  
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**AMERICAN FLORIST SUPPLY CO.**

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### FERTO-POTS, Plant Eats Pot.

FERTO-GERM, Compost, Manure.  
MULCHNUR, A Dry Pulv. Manure.  
GARBAGE TANKAGE, 3% per cent  
Am. \$18.00 per ton C.L.  
Se-Bo-Phos, 20 per cent P. Acid, \$18.00  
per ton C.L.  
Samples and complete list free.

**ALLEN CO. Pittstown, N. J.**

### WINTER SPRAYER STORAGE

Sprayers should be prepared for winter storage with special care by proper lubrication and in agreement with the recommendations of the manufacturer, according to William G. Harden, extension agent in agricultural engineering at Rutgers University.

First, drain the tank and flush with clear water. Then take apart the nozzles and strainers or screens and wash with kerosene or fuel oil, using an old toothbrush, other soft bristle brush or compressed air. Before reassembling, pump clean water through the circulatory system until it is clean.

In the case of power sprayers, also remove the valves and seats from both the pump and unloader and place in a can of oil until the sprayer is to be used again. Then, check all drainage points to be sure all water is removed from the system to prevent possible damage from freezing.

If the sprayer has a wood tank, it should be left full of clean water to keep the wood from drying out and should be protected from freezing when stored.

### ROSE SHOW HELD

BY CALIFORNIA CHAPTER

[Continued from page 14]

turning point in landscape thought and design in California," he said, "for we had to use plant materials that blended in with the pastel colors of the fair's decorations, instead of the usual strong reds, blues, greens, etc. Much of the plant material came from Australia and New Zealand, and many are stand-bys in present California landscaping."

He lauded the work of the rose hybridizers for their fine introductions in recent years and concluded by saying, "I am certainly looking forward to the next 25 years to see what the younger generation will produce in new rose varieties."

A LARGE garden store with a complete line of garden supplies has been opened by Lake Tresca Nurseries, at 10003 Atlantic boulevard, Lake Tresca, Fla. More than 500 varieties of native garden flowers, tropical plants and flowering shrubs are offered by the firm.

CREASY ORCHARDS, Catawissa, Pa., owned by Charles W. Creasy, is the new name for the nursery formerly owned by Luther P. Creasy, who died the past March.

## POINTERS ON PROPAGATION

[Continued from page 15]

comes into the propagation of Pfitzers twice, first, in the correct time to take the cuttings for optimum rooting, and, second, in the correct time to lift the cuttings when rooted for potting. The second aspect of timing will be considered later. Our tests in the winter of 1953-54 were conducted with two types of wood, the first obtained from local sources at Dundee, Ill., and the second from wood brought from the Verhalen Nursery Co., at Scottsville, Tex. The latter was relatively soft, had not been subjected to any great degree of freezing weather and, therefore, had not gone through a normal dormancy period. We found that if we took young cuttings of the type which I had always previously taken in New Jersey, from the southern wood of Texas, rooting was slow and poor, even with the help of hormones. Here is an actual quotation:

*Juniperus chinensis pfitzeriana* glauca, taken January 19, 1954, lifted April 13. Large tip cuttings wounded; new wood at base of cuttings. In the control, none rooted; with No. 2 powder, 45 per cent rooted, and with No. 3 powder, 35 per cent rooted.

It will be seen from this table that without treatment no cuttings were rooted; whereas, with No. 2 powder, we did manage to root 45 per cent, a result which, in view of the extremely soft nature of the wood, seemed somewhat strange. We took exactly the same type of cutting, but with a small amount of old wood at the base, then our percentages changed:

In the control, 10 per cent rooted; with No. 2 powder, 65 per cent rooted, and with No. 3 powder, 75 per cent rooted.

At the same time, a third batch of cuttings was taken from local wood, obtained here at the nursery. We took two batches, both lots being taken from what we choose to call old wood, meaning by this that we cut down into 2 or perhaps 3-year-old wood at the base of the cutting. It was wounded and treated with somewhat stronger hormone powders. The results are given in the following two tables:

Old wood. Light cuttings. In the control, 10 per cent rooted; with 1 per cent potassium salt of IBA, 90 per cent rooted, and with 2 per cent IBA, 100 per cent rooted.

Old wood. Heavy cuttings. In the control, 10 per cent rooted; with 1 per cent potassium salt of IBA, 90 per cent rooted, and with 2 per cent IBA, 100 per cent rooted.

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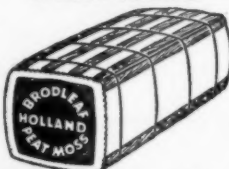
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at a time of the year when they were completely dormant after they had been subjected to considerable frosts, we were able to successfully root much larger pieces, which, of course, meant that we had a larger plant to start with. There seems no doubt that Pfitzer junipers are susceptible to timing, and that timing in turn can be affected to a certain extent by the type of wood which is retained at the base of the cutting. If completely, young wood is used throughout the cutting, and by this I mean wood which has been produced during the previous growing season, then the cuttings have to be left probably until some time in mid-January or even later for successful and rapid rooting, but, if cuttings are taken with a slightly older piece of wood at the base of the cutting, even as much as three years old, then cuttings can be taken earlier, and, if given the proper treatment, can be rooted with equal success.

#### Type of Cutting

In consideration of timing, we have inevitably encroached upon the type of cutting because it does affect the timing, but I would like to stress the importance of the type of cutting which one should take. It seems clear to me now that at least as far as local conditions here at Dundee are concerned, we can root somewhat larger pieces of Pfitzer juniper, Pfitzer juniper glauca or, in fact, any of the tribe of Pfitzers, provided the cuttings are taken when they are fully dormant, wounded vigorously with the Gem razor blade wounder, which was described in my previous article, and follow this with a suitable hormone treatment. The older the wood, the stronger the treatment has to be to obtain excellent results. Now, of course, the immediate value of taking this older wood will be clearly obvious to the propagator who is anxious to sell 1-year liners. If he starts with a clump of old wood, which has a good, well-developed root system, he will obviously produce a much more completely developed 1-year liner at the end of the first growing season, a distinct advantage in the present competitive market. But more important than this, we found that the size of the cutting, irrespective of the age of the wood, also affects the percentage of rooting. For instance, at the same time that the previous tests already quoted were taken, a batch of cuttings were made from small side shoots taken from the Texas wood. The percentages read as follows:

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In the control, none rooted. With No. 1 powder, 5 per cent rooted; with No. 2 powder, 5 per cent rooted, and with No. 3 powder, 30 per cent rooted.

My notes taken at the time the cuttings were lifted read, "Small cuttings are a clear disadvantage. They had neither body nor ability to respond to hormone treatments." Conversely, my notes on the immediately adjacent test, in which much larger cuttings were taken, read "larger cuttings gave much better results." This effect of the size of the cutting was most clearly seen all through the tests which were carried out the past winter, and whether one takes young or old wood, it seems clear that at least a fairly sizable cutting should be taken. What do I mean by a sizable cutting? If considering the tip cutting, which I have previously advocated, then I think that the shoot should be not less than six inches in length and preferably eight to 10 inches in length. If considering the older, heavier wood, I believe then the cutting need not be so long, and, in fact, probably cannot be by the very nature of the material with which a propagator will be working. Six inches would be an average length, with three to four inches of good solid stem at the base and a tuft of branches at the top. One point that

was found to be important in taking all these cuttings was the desirability of slightly tipping all of them at the time the cuttings are taken. This was particularly important on the young tip shoots because by tipping them at the time the cuttings were taken, any subsequent growth in the cutting benches would be made in the right direction. If the cuttings were not tipped at the time they were taken, they would just continue to elongate, and the final result at the end of the first year would be a long, unbalanced, floppy plant which would not be readily salable.

## Wounding

The value of wounding on the rooting of all types of Pfitzer juniper has been proved so many times that I do not think it necessary to prove it again. This at least has been one constant factor in the production of Pfitzer juniper and many other cuttings, and I think that good results require wounding at the base of the cutting. To go back to my original results from the 1946 tests, a cutting taken with a heel at that time rooted 40 per cent, a similar cutting taken without a heel rooted 56 per cent, while another group taken without a heel and wounded rooted 88 per cent. This gradient was con-

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sistent throughout the whole series of tests, and it is interesting to refer to one of the first tests in which no treatments were given, but cuttings were simply stood in cold water for 12 hours before being inserted in the rooting medium. With this test, cuttings taken with a heel rooted 4 per cent, without a heel 20 per cent, and without a heel and wounded 38 per cent.

The steady increase in percentage of rooting, which resulted from wounding, was constant, and this factor has never changed. When taking cuttings from older wood, the importance of wounding seems to increase, and it is, I believe, one of the most important aspects in any attempt to root this older material. With the Gem razor blade wounder, three or four cuts can be made with speed and precision on both small or large caliper stems. On the large stems of 2 or 3-year wood, we sometimes made two strokes with this wounder on either side of the stem, which resulted in from six to eight parallel cuts being made through the bark and outer cortex tissue. This greatly stimulated rooting and moreover produced a well-balanced and vigorous root system somewhat different from the typical Pfizer rooting, which without such stimulation is usually one, or at the most two, long and straggly roots.

### Hormone Treatments

Coupled with this wounding, of course, came standard treatments with various hormones. On most of the production quantities of Pfizer juniper and Pfizer varieties, we used Mercks No. 3 powder, with excellent results. On some of the older wood, which we assumed might require a stronger treatment, we used 2 per cent indolbutyric acid, also with excellent results. As all these tests were inserted with proper controls, which in most instances gave practically no rooting, I think that the value of these hormone treatments was proved conclusively.

The medium for these tests was 25 per cent sharp sand, local No. 2 torpedo sand and 25 per cent acid-type Dutch peat, with a pH of 4. The pH of the rooting medium would be about 7.2 because the water was somewhat alkaline. The medium was maintained at a constant bottom temperature of from 70 to 75 degrees, and, under these conditions, the cuttings rooted rapidly and vigorously.

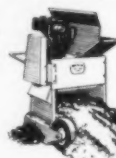
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to be gained by delaying the potting of rooted Pfizer cuttings once young and vigorous roots have been produced. In fact, if the potting is delayed after a certain critical time, lower percentages may successfully re-establish cuttings in the pots. This was clearly shown by a series of circumstances which forced us to carry out potting over an extended period the past spring. Because of work pressure, we were unable to tackle the main batch of Pfizer juniper cuttings once they were well rooted. They had to remain in the bench until we could work on them, and, although they appeared to be in excellent condition when we finally potted them, the roots had hardened, made some secondary branching and changed from the soft, adolescent, white roots to a firm and mature root system. Now I would have said, looking at those roots, that because of this change from the young, brittle roots to a more mature type, they were in excellent condition for potting; yet, somehow those plants seemed to have "gone to sleep," as my propagator stated, an apt description because those well-rooted plants simply stayed in the pots, without rerooting for a long time.

Eventually, they began to root, and a fair percentage of them came

through successfully, but too many did not survive, and we put these losses down entirely to the timing of the potting operation. I say this because I carried out a series of tests earlier in the spring in different rooting mediums and lifted cuttings from these benches with roots, which I considered at the time to be somewhat immature, and potted them in various potting mixtures. Except where I had applied a lethal quantity of fertilizer to the medium, these young, rooted cuttings took hold immediately and rooted in the pots without delay and without loss. Cuttings taken from the same bench two months later, which were apparently much better rooted than those which I had used, did not do so well. Our best results were obtained from cuttings which were inserted about the middle of January in a bench of plain sand, rooted and potted about the 1st of April and finally transferred from the pots into tin cans in a well-prepared medium about the middle of May. These plants, which were so treated, are shown in the illustrations, and one can see the size of the plant which has been produced in one growing season.

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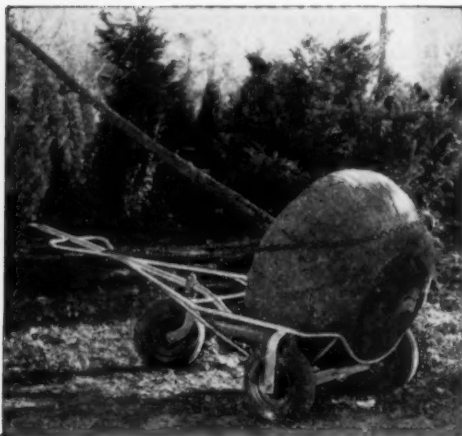
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filled with young roots and that the vigor of growth below ground is commensurate with that which can be seen above. The plants which are shown in the illustration have been grown under what I believe to be optimum conditions. Reasonably large cuttings were taken at the right time, wounded, treated with the right hormone, rooted promptly, potted at once and finally canned. They have not been held back at any time and yet have had an adequate supply of water and nutrients. It will be seen, therefore, that under these conditions it is possible to produce a plant which is at least six to eight inches across in one growing season, and I see no reason why this should not serve as a sample for large, commercial batches grown in the same manner. The difference between cuttings taken from old and young wood can also be seen in the illustration, and one will see the clear advantage which follows, after taking cuttings from somewhat older wood, if it is possible to root it. I have always advocated the use of the young, tip cuttings because until this year, I had better results with that type of cutting. We are still using and rooting soft, tip cuttings here, but it has been found, we believe, that we can also root much heavier and older wood, with a consequent speeding up of the production of a salable plant.

### Tests on Pfitzer Juniper

I have quoted always from my tests on *Juniperus chinensis pfitzeriana* glauca, which, I think, is a somewhat more easily rooted plant than the ordinary green Pfitzer; therefore, I would like to quote the actual figures from the similar tests taken on Pfitzer juniper. The cuttings were taken January 22 and lifted April 13.

In the control, none rooted. With No. 2 powder, 40 per cent rooted; with No. 3 powder, 80 per cent rooted.

*Juniperus chinensis pfitzeriana* aurea, taken January 29, lifted April 23. In the control, 25 per cent rooted; with No. 2 powder, 65 per cent rooted, and with No. 3 powder, 90 per cent rooted.

From these tests a number of interesting deductions can be made. The first one is the obvious value of suitable hormone treatments. I know well that in saying this I am running directly against the many good growers who stoutly maintain that just as good percentages can be obtained without hormones as with them. The grower who supposes that hormones can replace knowledge and skill in all the many other important aspects of propagation is wrong, but I cannot see how any

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sensible person can gainsay the fact that cuttings taken at the proper time and in the right way can be rooted far more efficiently with hormones than without. If I wish to take a trip to Oregon I can walk there—if I keep at it long enough, and, if I live long enough, I can assume I will finally reach there, but it surely is much more certain and efficient to use a car, train or airplane.

I was raised to appreciate and to reverse the time-tested methods of the older growers, and I still consider such basic knowledge essential to success. But no method should be so hidebound that it forbids the application of something new and possibly better.

For 20 years I have been using hormones of different kinds, and I now consider them an essential and integral part of any propagation effort. When by the use of a simple powder, percentages can be changed from zero on the control to 80 in a 12-week period, there should be no need for further justification. An interesting sidelight to these hormone treatments is the apparent resistance of young and immature wood to hormones.

I mentioned earlier the low percentages which we had obtained on the young and immature juniper wood from Texas, despite the use of strong powders. No apparent harm was done to this wood, even with

No. 3 powder, but the cuttings did not root. I have noticed this same phenomenon on a number of other plants, and I believe it has to do with the natural ability of the severed tissues to respond to hormone stimulation. For instance, if the center stem of a Thuja occidentalis pyramidalis plant is removed to a length of two feet, cuttings taken from the bottom of this 2-foot piece, side cuttings, will root readily with moderate treatments of No. 2 powder. But if the terminal shoot is removed from that same piece or a number of semi-terminal shoots near the apex and made into cuttings, treatment with No. 3 powder will not root them quickly and well. These terminal shoots require a powder as strong as 2 per cent or nearly three times as strong as No. 3 to produce good rooting.

The strange resistance of extremely young wood to hormone treatments can be most confusing, because one might with reason assume that the younger the wood, the lower the required treatment. That this is true in most cases only makes the exceptions more unusual. Harvey Templeton, a well-known propagator, reports that he can obtain excellent rooting on some of the more doubtful weigela varieties by taking extremely small, soft cuttings in midsummer from the center of an actively growing shoot and treating these cuttings with No. 2 powder, a

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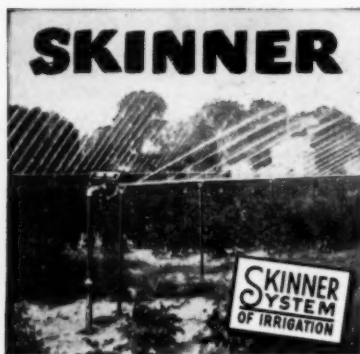
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strength which most growers would immediately assume would be lethal. The cuttings in this instance were often not more than an inch long, being the actual center of the growing shoot, with two immature leaves attached. Although I am supposed to be discussing Pfizer juniper, I have digressed to the other plants simply to illustrate that no matter what one may think he knows, there is really no rule that can be used with certainty, especially when it comes to hormone treatments.

Most varieties of the Pfizer juniper group seem to respond well to No. 3 powder, but older wood will require stronger powders for successful rooting. One variety only did not respond to our tests the past winter, and that was the dwarf Kallay Pfizer, which seemed most sluggish and unresponsive.

### Important Test Results

Following is an outline of the important points which have emerged from the wide series of tests that we carried out the past winter. First, if one wants rapid rooting, then timing is important and cuttings should not be taken until the wood is completely dormant and has been subjected to a number of hard freezes. This statement can be slightly modified, and cuttings can be taken somewhat earlier if old wood is taken at the base of the cutting. This old wood in turn produces a more desirable plant once it has been rooted, and, therefore, if older wood can be successfully rooted, by all means use it. The old wood can most successfully be rooted by taking it from December onwards, wounding heavily with the razor blade wounder and treating with a suitable hormone powder. Once the cuttings are well rooted, they should be potted with a minimum of delay and certainly while the roots are still in active growth. If the cuttings are allowed to remain in the propagation bench until the roots become brown with secondary rooting and more or less dormant, a higher percentage of loss will follow the potting of such cuttings.

Breaking the dormancy on these cuttings seems to be so clear and of such importance to our planned methods of production that I thought it might be interesting to test cuttings which had not been subjected to any frost and to provide them with varying periods at low temperatures. Tests on this basis are now proceeding with a number of juniper and taxus cuttings, and I shall be glad to report on the results later on this winter.

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